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Volume 96
Number 1

JANUARY
1920
MAGAZINE EDITION "A"

See Page
.....

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

Telephone Sutter 1732

The Only INSURANCE Journal in the Pacific West

Insurance Publishing Co., Publishers

Premium Paid, Application Accepted, but N. Y. Life Company
Refused to Pay

Renewal Commission Status

The Case of the Street Railways

Marine Insurance Decision

Review of the Serious Seventies

American Marine Totals

Vacancy Clause Is Valid

Children's Policies Permitted in Colorado

Signs of Health

Coast Insurance History

Tribute to the Late B. J. Smith

Free Dental Certificate

F. U. A. P. Annual Meeting

Heavy Judgment Against Salvage Isaacs

Fire Americanization Movement

Life and Miscellaneous Business Is Increasing

Fire Loses Are Increasing

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1919, \$17,083,985.30

Has Paid \$160,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$ 400,000.00
NET SURPLUS	\$ 511,194.08
ASSETS	\$1,577,568.13
SURPLUS TO POLICYHOLDERS	\$ 911,194.08

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

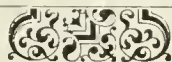
F. E. ATKINS

CHESTER S. MYRICK

W. H. GASCOIGNE

WILLIAM A. SEXTON

FIRE



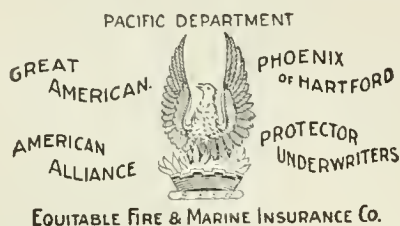
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

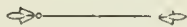
LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



GEO. H. TYSON GENERAL AGENT
HERBERT FOLGER ASST. GENL. AGENT
SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

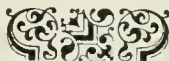
PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Please Send Corrections for 1920 Coast Review Fire Chart

POPULATION.

The United States, - 106,500,000

TOWNS AND CITIES IN THE PACIFIC WEST, ESTIMATED.

Aberdeen, Wash.	16,000
Alameda, Cal.	30,000
Albuquerque, N. M.	13,000
Anaconda, Mont.	11,800
Ashland, Ore.	6,000
Astoria, Ore.	11,000
Baker City, Ore.	8,000
Bakersfield, Cal.	16,500
Bellingham, Wash.	27,500
Berkeley, Cal.	48,500
Billings, Mont.	11,800
Bisbee, Ari.	10,000
Boise City, Idaho	20,000
Boulder, Colo.	10,500
Bozeman, Mont.	6,000
Butte, Mont.	48,000
Calgary	46,000
Centralia, Wash.	9,000
Cheyenne, Wyo.	13,000
Chico, Cal.	10,000
Coeur d'Alene, Idaho	8,400
Colorado Springs	30,500
Corvallis, Ore.	5,000
Cripple Creek, Colo.	8,000
Denver, Colo.	255,000
Douglas, Ari.	7,500
Edmonton	27,000
Eugene, Ore.	10,000
Eureka, Cal.	14,500
Everett, Wash.	28,600
Fresno, Cal.	30,600
Globe, Ari.	8,000
Goldfield, Nev.	6,000
Grand Junction, Colo.	8,000
Grants Pass, Ore.	6,000
Great Falls, Mont.	16,500
Greeley, Colo.	9,000
Helena, Mont.	14,000
Honolulu	58,500
Hoquiam City, Wash.	10,000
Kalispell, Mont.	6,300
La Grande, Ore.	5,000
Laramie, Wyo.	10,000
Leadville, Colo.	10,000
Lewiston, Idaho	7,000
Livingston, Mont.	6,500
Logan, Utah	8,500
Long Beach, Cal.	24,000
Los Angeles, Cal.	485,000
Marysville, Cal.	6,500
Medford, Ore.	9,900
Missoula, Mont.	14,000
Napa, Cal.	7,000
Nome, Alaska	13,000
North Yakima, Wash.	22,000
Oakland, Cal.	186,000
Ogden, Utah	31,000
Olympia, Wash.	8,000
Pasadena, Cal.	36,500
Pendleton, Ore.	7,000

Phoenix, Ariz.	13,900
Pocatello, Id.	10,700
Pomona, Cal.	11,800
Petaluma, Cal.	7,100
Portland, Ore.	258,000
Prescott, Ariz.	6,100
Provo, Utah	10,450
Pueblo, Colo.	50,000
Redding, Cal.	5,000
Redlands, Cal.	12,200
Red Bluff, Cal.	5,000
Regina	33,500
Reno, Nev.	13,200
Richmond, Cal.	9,200
Riverside, Cal.	17,300
Rock Springs, Wyo.	6,200
Roswell, N. M.	7,100
Sacramento, Cal.	57,500
Salem, Ore.	16,300
Salinas, Cal.	5,100
Salt Lake City, Utah	117,000
San Bernardino, Cal.	14,800
San Diego, Cal.	49,000
San Francisco	520,000
San Francisco and suburbs	900,000
San Jose, Cal.	35,000
San Luis Obispo	6,000
San Rafael, Cal.	6,800
Santa Ana, Cal.	9,700
Santa Barbara, Cal.	13,600
Santa Cruz, Cal.	13,000
Santa Fe, N. M.	6,000
Santa Monica, Cal.	8,400
Santa Rosa, Cal.	9,200
Seattle, Wash.	290,000
Sheridan, Wyo.	9,500
Spokane, Wash.	135,000
Stockton, Cal.	26,800
Tacoma, Wash.	99,000
Tonopah, Nev.	5,200
Trinidad, Colo.	11,500
Tucson, Ariz.	14,200
Twin Falls, Id.	6,200
Vallejo, Cal.	13,700
Vancouver, B. C.	109,000
Vancouver, Wash.	11,200
Ventura, Cal.	5,000
Victoria, B. C.	37,600
Walla Walla, Wash.	22,500
Yakima, Wash.	22,000

OTHER CITIES.

London and suburbs	7,500,000
New York and suburbs	7,500,000
Paris	2,900,000
Chicago	2,500,000
Berlin	2,100,000
Vienna	2,100,000
Philadelphia	1,740,000
St. Louis	765,000
Boston	744,000
Baltimore	592,000
Cleveland	652,000
St. Paul-Minneapolis	592,000
Detroit	550,000
Pittsburg	581,000
Milwaukee	426,000
Buffalo	470,000

Population, Areas and Capitals of States and Territories

State (or Ter.)	Capital.	Area Sq. M.	Population
Alaska Ter.	Juneau	590,884	71,000
Arizona	Phoenix	113,956	275,000
California	Sacramento	158,297	3,100,000
Colorado	Denver	103,948	1,000,000
Hawaii Ter. of	Honolulu	6,449	225,000
Idahn	Boise	83,888	458,000
Montana	Helena	146,997	495,000
Nevada	Carson City	110,620	112,000
New Mexico	Santa Fe	122,624	431,000
Oregon	Salem	96,699	890,000
Utah	Salt Lake City	84,990	460,000
Washington	Olympia	69,127	1,628,000
Wyoming	Cheyenne	97,914	189,000
		1,782,489	9,334,000

Work on Coast Review Fire Chart for 1920 Will Begin in February

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00
Net Surplus, 414,251 03
Total Assets, 1,579,366 87

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
 SAN FRANCISCO, CAL.**

Special Agents and Adjusters

H. C. R. BUSWELL, Superintendent of Agencies

A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;
 R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;
 MILTON HALEY, B. A. SIFFORD, San Francisco

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
 and at the rate of "Dollar for Dollar."**

LONDON & LANCASHIRE

FIRE INSURANCE COMPANY, Ltd.

OF LIVERPOOL, ENG.

New York Department
 57 and 59 William Street
 A. G. McILWAINE, Jr.,
 Manager



Western Department
 39 So. La Salle St., Chicago
 CHARLES E. DOX,
 Manager

Pacific Department: 332 Pine Street, San Francisco, Cal.
SAM B. STOY, Manager

GEO. ORMOND SMITH, AGENCY SUPT. SAN FRANCISCO W. B. HOPKINS, LOCAL SECY.
J. P. YATES, AGENCY SUPT., Los Angeles, Cal.

SPECIAL AGENTS

George T. Richmond San Francisco
 W. W. Gilmore San Francisco
 F. W. Andrews Los Angeles
 N. Gardner Denver

David H. Parry Seattle
 G. L. Goodell Portland
 Toll Thompson Portland
 J. Robb Gay Helena

R. F. BENNETT, Superintendent, AUTOMOBILE DEPARTMENT

SPECIAL AGENTS: Geo. B. Rapp, Howard J. Tobin, Lyman Lacy.

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance ^{of} London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Infant Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Manager

OSLERISM

Sir William Osler once quoted from a character in a Trollope novel, who said that men were worthless at 60 and should be chloroformed.

The press said Dr. Osler said a man passed his prime at 40 and should be chloroformed at 60.

His denial never caught up with the lie.

Emerson is the name of a Chehalis I. W. W.

DEFINING TOTAL DISABILITY

Total disability does not mean absolute physical inability to transact any kind of business pertaining to insured's occupation; it is sufficient if injury is such that common care and prudence require him to desist from business so long as it is reasonably necessary to effectuate a cure, and that for a few days insured did not discover seriousness of injury would not disprove that he was not wholly disabled within meaning of policy.—210 S. W. 856.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

FREE SERVICE

The Coast Review's Legal' Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

THE
Standard Accident
Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 9,284,813

Claims Paid, - 27,206,033

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

HE WAS BEFORE

Many modest men (and one woman) are announcing themselves as candidates for the Presidency of this Republic. Formerly the office sought the man.

If our contemporary were not seriously ill we would nominate him. He was president of a Republic for a whole year.

EARTHQUAKE

The state of Vera Cruz, Mexico, was shaken by a severe earthquake on the night of January 3. At Couzltan 1,000 persons passibly were killed. In other smaller towns lives were lost. Damage to buildings was wide spread.

The Hartford Live Stock has increased its capital to \$500,000.

Coast Review's Agency
UNITED PROTECTIVE SOCIETY
 (NOT AN INSURANCE SOCIETY)

NEW YORK

SAN FRANCISCO

CHICAGO

**A POLICYHOLDERS', DEPOSITORS' AND
 INVESTORS' SOCIETY**

**A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVEST-
 MENTS AND BANKING.**

Appraisers, Adjusters, Inspectors, Accountants, Special Experts and
 Counsel Employed

**INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
 INEXPENSIVELY**

Insurance and Other Corporation Reports Analyzed, and Condition, Age,
 Litigation, Record, and General Reputation Classified by Numbers

SPECIAL INFORMATION SENT BY WIRE OR POST

There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
 Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars
122 Halleck Street,
San Francisco

 Our Card Procures the Insurance Agent an Audience

COAST REVIEW *INSURANCE and INVESTMENTS*

JANUARY

A Useful Publication

In its 49th year

NEWSPAPER HEADLINES

Auto Falls 25 Feet

Robbed Next Door to Police Station

Mail Loss in Hold-Up \$200,000

Auto Bandits Work in Groups

Six Killed When Train Hits Auto

Auto Engine Dies on Track—Woman Driver is Killed

Admit Inability to Conquer Flu

Car Skids—Driver's Neck Broken

Fall Proves Fatal

Burglaries and Other Crimes Are Increasing

Auto Strikes People Stepping Off Street Car

Fell Down Forgotten Well

Burglars Steal House Store of Wines and Whiskies

\$500,000

Columbus, O., this week has a \$500,000 fire in the central business districts. These little things happen in the best regulated cities.

A kind friend sends us a card wishing us a rattling good time in 1920. In one corner is a picture of a rattling flivver. In the other corner is a picture of Bacchus. This was cruel.

CALIFORNIA

East of Berkeley, on Contra Costa hills, where there is much sunshine and warm weather, a \$5,000,000 movie plant is to be erected on 1,000 acres recently acquired, by the Diana Motion Picture Co. of Los Angeles.

Professional "bankers," "doctors," "lawyers," "cooks," "farmers," "ladies," "cowboys," "burglars," "maids," etc., will be given employment at \$3 a day.

San Francisco Fire Boats

The two fireboats are tied up at a pier, without a crew and without funds.

The state harbor commission's fire tugs are on duty.

Denied

That the commissioner of Kansas refused to license the Victory because it could not file an annual statement until a year old is denied. People were ready to believe anything said about Kansas officials.

Director General Hines of the Railroads says that since August 1, 1914, the percentage of increase in retail food prices in this country is 80.9 per cent, which is much more than the increased operating cost of the railroads.

If you had died six years ago your widow, under your life policy, would have been paid \$10,000. Paid next month that sum will buy only \$5,000 worth of the necessities of life. You are underinsured.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$8,904,032.69

Surplus as to
Policyholders
\$13,904,032.69



Cash Assets Now
\$32,074,778.15

Losses Paid
in 99 Years

OVER
\$173,000,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

H. DURBROW, Asst. General Agent

H. F. MILLS, F. H. RHOADS, AGENCY SUPERINTENDENTS

MAIN OFFICE — 219-221 Sansome Street — SAN FRANCISCO

J. A. MURPHY, STATE AGENT OREGON AND WASHINGTON

**SPECIAL AGENTS—H. E. O'BRIEN, L. N. BRAINERD, GEO. F. ROBERTS, GEO. A. KINGMAN,
F. H. RHOADS, G. NATHAN, G. S. MARINER.**

(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1919, **\$39,723,888 62**

Surplus to Policyholders, **11,823,660 08**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

**J. J. DENNIS, Portland, Ore.
C. L. GREENWALT, San Francisco, Cal.
H. L. COPE, San Francisco, Cal.
L. H. EARLE, San Francisco, Cal.
W. W. GROVE, San Francisco, Cal.
J. G. CLARKE, Butte, Montana**

**C. E. MILLER, Butte, Montana
H. A. VALENTYNE, Spokane, Wash.
P. H. GRIFFITH, Los Angeles, Cal.
ERNEST E. PRICE, Los Angeles, Cal.
GERARD CLEMENT, Spokane
S. C. ABBOTT, Billings, Montana**

JANUARY, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 96

San Francisco, California, U. S. A.

Number one

Entered at San Francisco Postoffice as second-class mail matter

VERY HEALTHY

In the registration districts of this country health statistics show decreased mortality rates and great improvement in health conditions.

As is often the case these statistics are misleading. Neither the health nor the mortality rate of the survivors has improved. As this journal said last spring, influenza carried away many weaklings or chronic cases who would have died in a few months or two or three years anyway.

Mortality rates of life insurers should be unusually favorable for several years.

The past eight months have been unusually favorable to the general health, the summer being cool, and influenza cases being few and mild.

LOYALTY TO THE BOARD

Whether times are good or bad every local agent should be loyal to the boards, both local and central. The non-board agent should respect the boards, though he have other rates; for without such boards his income would shrink to near nothing. If he or his company merely shaves board rates made at great expense by the surveying of risks and gathering of statistics, both he and it are disrespectable and unworthy of confidence.

The rate-shaving non-boarder is not a whit more disreputable than the rate-shaving board company or agent. There are more ways than one of cutting a rate based on average experience.

The time when there will not be "enough business" for all the companies may be again drawing near—a time of distrust and dissatisfaction and temptation. Good times and rising prices will not last forever.

If you would be wise, pray to be humble.

INSURANCE IN THE HIGHEST COURTS

RECENT RULINGS

MARINE INSURER IN COURT

Snare & Triest Co. v. St. Paul Fire & Marine Ins. Co., 258 F. 425.

"Docked"

The word "docked," as used in application for marine insurance, held not to be ambiguous, but to mean dry-docked.

A Representation

A statement in an application for a policy on a vessel, "warranted docked and overhauled," not carried into the policy, is a representation only, and in an action at law on the policy may be shown to have been substantially performed,

Materiality

Where the underwriter requests information in the application which, when given, amounts to a representation, such answer to a specific question is conclusively presumed to be material to the risk.

Promissory Representation

A representation in an application for insurance on a vessel during a voyage, that she will be dry-docked and overhauled before the voyage, is promissory, and a substantial compliance with it is sufficient to sustain the contract.

Substantial Compliance

A representation in the application for a policy that the vessel would be dry-docked and overhauled before the voyage may be shown to have been substantially complied with by proof which warrants a finding that, while

not dry-docked, she was made entirely seaworthy, and was in as good condition as she would have been made if dry-docked.

Action by the Snare & Triest Company against the St. Paul Fire & Marine Insurance Company. Judgment for defendant, and plaintiff brings error. Reversed.

There was evidence tending to show that the scow had been thoroughly caulked, overhauled, and painted, hatches secured with tarpaulins and put in "seaworthy and * * * first-class condition" before starting upon the voyage on which she was lost. But she had not been dry-docked in the year 1913, and before leaving Havana. Evidence was also introduced or offered to show that the overhauling and repairing of the scow put her in as good condition as she would have been had a dry dock been used.

The trial court took evidence tending to show that the word "dkd" was not only an abbreviation for "docked," but meant "dry-docked," and refused to submit any question to the jury, except the authority of Johnson & Higgins to apply for or accept insurance after making such representation or warranty as is embodied in the phrase "Warranted dkd and overhauled 1913." The jury found in favor of the authority of Johnson & Higgins by rendering a general verdict in favor of defendant on the single question submitted to them. Plaintiff took this writ.

The evidence in this case is at least sufficiently full to warrant a jury in finding that the meaning and intent of this representation was that the scow to be insured would be "dry-docked and overhauled" before she started upon her voyage from Havana to Charleston in tow of the Barnett. Such a representation is promissory, and we adopt the ruling of Wallace, J., in *Lunt v. Boston, etc., Co.* (C. C.) 6 Fed. 562, that a substantial compliance with a promissory repre-

sentation is sufficient to sustain a contract for marine insurance.

Most modern suits on policies of marine insurance are in admiralty, and the court determines the facts as well as the law; but whether a compliance is substantial or not is a question of fact, and therefore at common law for the jury, subject always to such limitations as to materiality and relevancy of testimony as are by law imposed.

This defendant is only liable, in an action on a policy, on the particular kind of policy issued and in suit. That the broker got a document not wanted does not per se vary or increase the liability of the insurer.

FIRE INSURERS IN COURT

Vacancy of Barn

"Farm Form," pasted on face of standard fire policy, insuring against burning of barn and not the farm dwelling, and providing that policy shall become void "if the dwelling be or becomes vacant or unoccupied, except in accordance with the conditions of this policy," was not rendered invalid by vacancy of the dwelling, under 2 Comp. St. 1910, as amended by Act April 1, 1912, such provision being inconsistent with provision of standard policy requiring the insured "building" to become vacant in order that forfeiture clause shall take effect.

In order to "occupy" a barn within provisions of fire policy, it is not necessary that insured live or sleep in the barn, it being a sufficient compliance with policy if property insured is put to the use contemplated by the parties, as expressed in contract of insurance.

Where carts, wagons, farming implements, and other property in barn at time of fire had been used almost daily up to time of fire, and where insured's tenant had visited barn

frequently for purpose of getting farm implements therein within two or three days of fire, and once on day thereof, barn was not "vacant or unoccupied" at time of fire, within provisions of policy making policy void if "vacant or unoccupied" for ten days.

Corlies v. Westchester Fire,
108 A. 152.

Itemized Inventory

The clause of a policy requiring a complete itemized inventory of the stock insured constitutes a promissory warranty, and failure substantially to comply therewith avoids the policy.

Inventory of insured lumber furnishing data from which the number of feet of pine boards, oak boards, oak timber, and gum ties could be ascertained, but containing nothing to indicate the grades of any of the classes of lumber, or whether composed of different grades, held not a substantial compliance with the promissory warranty of the policy requiring a complete itemized inventory of the insured stock, though it appeared the lumber had a mill run value, and was sold by insured on such basis.

Camden Fire v. Yarbrough,
215 S. W. 842.

Release by Tenant— Sprinkler Damage

A general release by a tenant to his landlord for damages sustained by the tenant because of a sprinkler leakage covered by insurance held to bar the insurer's claim of subrogation under its policy, and to constitute a violation

thereof by the insured tenant.

Franklin Fire Ins. Co. v. Weinberg, 178 N. Y. S. 539.

Mutual—Preliminary Contract Binding

Where the rate is stated to be a reasonable rate, to be finally determined when the necessary facts are ascertained, or what certain other companies charge for similar insurance, or for a certain amount less than such companies charge, the rate is sufficiently definite to make a binding preliminary contract of insurance.

When an insurer makes a definite proposition to the insured to insure property, a preliminary contract of insurance is complete and binding when the insured unconditionally accepts the proposition by letter, duly mailed and stamped and properly addressed to the insured, and the insurer is liable where a fire occurs between the depositing of the letter in the mail and the arrival of such letter at its destination.

Cottingham v. National Mut. Church Ins. Co., 121 N. E. 822.

Appraisers

The appraisers appointed by an insurer and the insured to determine amount of loss are supposed and expected in a restricted sense to represent the parties appointing them, and within reasonable limits to see that no legitimate consideration favorable to the parties appointing them is overlooked by the other appraisers.

The Umpire

Under agreement submitting to appraisers the sound value of property

and amount of loss under a fire, the function of the umpire who was to act in matters of difference only was not to coincide with one or the other of appraisers, but in matters of difference he became a third appraiser, not bound to confine himself within limits of appraisers' estimates; an "umpire," strictly speaking, making his award independently of that of the arbitrators.

Where appraisers appointed under terms of fire policy to appraise sound value of property and amount of loss agreed that sound value of a stock of circulars which were totally lost was \$25, the umpire, appointed to decide on matters of difference only, had no authority to pass upon the sound value as to which there was no difference, but his duty was to appraise the loss only, and his refusal to do so was legal misconduct.

The Award

Where an umpire or arbitrator exceeds his authority, the effect of his act is the same whether it is done consciously or by mistake, as in either case his award is void.

The umpire's refusal to appraise the loss as to an item submitted, amounting to legal misconduct, was no ground for vitiating the award under a fire policy as a whole, and complainant, insured, should be relieved only to extent of injury, and instead of sending the award back for perfunctory correction, the court would make the adjustment by increasing award to amount of injury.

Dennis v. Standard Fire Ins. Co., 107 A. 161.

Life consists solely in doing—when not being done.

LIFE INSURERS IN COURT

Died in a Forest Fire

Evidence in action on life policy that up until August, 1908, when policy was in force, insured wrote frequently to his mother and sent her money, that he earned good wages and was of a cheerful disposition, without financial difficulties, and that when last seen and heard of he said he was going to fight a forest fire, in which many lost their lives, some being burned beyond recognition, was sufficient to sustain a finding that he died in such fire.

Fanning v. Equitable Life Assur. Soc., 107 A. 715.

Agent's Misrepresentations— Premium Note

Even if agent of defendant company misrepresented surrender value of policy at the end of eleventh year and plaintiff was thereby induced to give his consent to his son's taking out the insurance, the indorsee of note given for premium having sued plaintiff on note and recovered judgment, plaintiff could not recover the amount unless he was induced to execute the note by the fraudulent representation.

Indiana Nat. Life Ins. Co.
v. Butler, 215 S. W. 949.

When Year for Contest Began

Where life policy, providing that, "after one year from date," if premiums have been duly paid, it shall be incontestable, and by its concluding clause reciting that it had been caused to be signed November 15, 1916, was on June 16, 1916, delivered to insured,

with a receipt for premium for interim insurance from June 1, 1916, to November 15, 1916, and a receipt for first premium on the policy, reciting, "which is hereby rendered in force from the date of this payment" to November 15, 1917, the year for contest began to run then, and not from the date of policy.

Jefferson Standard Life Ins. Co.
v. Wilson, 260 F. 593.

Temporary Affections

An applicant for life insurance is not chargeable with fraudulent misstatements in his application, because he omitted from his statement of previous illnesses or diseases temporary affections, such as colds, from which he recovered, where his answers were made in good faith.

Mutual Life Ins. Co. v. Hurni
Packing Co., 260 F. 641.

Tricky Agent—Policy Never in Force

If insured accepted policy and executed note for premium merely for purpose of enabling insurer's agent to recover fee paid the doctor for medical examination, and upon agent's promise to return note and take assignment of policy, the policy, not having been delivered for the purpose of making a valid and binding contract of insurance, was never in force as a contract of insurance.

McElrath v. Gomer, 215 S. W. 881.

The assessed valuation of Seattle is \$294,401,256. Taxes are increased 30 percent. City and county tax rate is about 62 mills.

Premiums During Disability

Provisions in policy that if insured furnished due proof of total permanent disability preventing him from pursuing any gainful occupation the insurer would regularly pay premiums and that if insured was thereafter able to engage in such occupation insurer's obligation should cease, were ambiguous and contradictory, and, construed together, meant that, on probable total disability for life, the insurer was bound to pay premiums.

Proof—Waiver

Provision of a life policy that if insured furnished due proof, within a definite time, of total permanent disability to pursue any gainful occupation, the insurer would regularly pay premiums, was waived by its denial of liability within such time upon other grounds than failure to furnish such proof.

Federal Life v. Lewis, 183 P. 975.

Misstatement of Age

Where insured did not read his policy, and was induced to accept it without reading by the agent's conduct in impliedly representing the policy had been issued in accordance with the application as correctly stating insured's age, the clause limiting the amount of recovery in case of misstatement of age by insured was not applicable, though the application, drawn up by the agent, did in fact misstate the age, and though it expressly stipulated the insurer should not be bound by representations of the agent.

Walker v. Illinois Bankers' Life Ass'n, 215 S. W. 598.

**MISCELLANEOUS INSURERS
IN COURT****Release by Fraud**

A release procured by insurer from the injured holder of a policy was not void, even though obtained by fraud practiced in its procurement, being voidable at the instance of the policyholder, but binding until avoided.

The injured holder of an accident policy from whom the insurer procured a release by fraud was not required to return the consideration paid for its execution as a condition to avoiding it, but until it was rescinded by returning the consideration or by bringing suit it was binding upon him.

Kilgo v. Continental Casualty Co., 215 S. W. 689.

Can Inspect a Leaky Roof

Inspection of a leaky roof to mark place for repairs is one of the "ordinary duties about his residence" of a resident owner, within an accident insurance policy clause reducing the amount of recovery in case of change of occupation to one classified by company as more hazardous; since such duties are not limited to daily duties or duties constantly recurring, but include duties ordinarily performed by a residence owner.

Southern Surety Co. v. Georgia Casualty Co., 215 S. W. 501.

Burglary—Occupancy

Where a burglary insurance policy gave the insured a right to leave the premises unoccupied as a dwelling for 4 months in each calendar year, the insurer was not relieved from liability

where it appeared that the goods insured were in an unfinished dwelling house occupied by insured's family in the daytime, and wherein insured occasionally slept at night pending the completion of the house; "occupancy" implying an actual use of the house as a dwelling place not absolutely continuous, but as a place of usual return.

Young v. Fidelity & Casualty Co.
of New York, 215 S. W. 496.

**Not Totally Disabled
and Confined**

A nurse who became afflicted with a disease, known as subacute congestion of the conjunctiva, accompanied with iritic irritation, and eczema of the eyes and eyelids, which calls for exclusion of light from the eyes and exercise in the open and fresh air, was not "totally disabled and confined within the house," within the meaning of an accident and sickness policy, having gone from place to place for change of air, etc.

Bucher v. Great Eastern Casualty
Co., 215 S. W. 494.

Remember December

In the East, where the Frost King reigns, December fires were more numerous than ever, and seemed to endeavor to loot the astute underwriters' surplus pile; while in the land of winter rains, on this Coast, where we boast that our wet season is near fireless, and bet our loss ratio never grows bigger after October the one, we find it's done it in 1919.

Employ your family doctor now—by the year.

MISCELLANEOUS

The alteration of a negotiable instrument, by which its meaning and effect is changed, avoids the instrument as to any nonconsenting party thereto.

Nissen v. Ehrenfort, 183 P. 956. Cal.

EXCHANGE OF PROPERTY

In suit for rescission of exchange of farms induced by defendant's misrepresentations, wherein it appeared that before plaintiff discovered the fraud and before his offer to rescind defendant had conveyed the farm conveyed by plaintiff to an innocent third party, the measure of restitution was the value of farm conveyed by plaintiff when trade was made, and not what defendant thereafter received on its sale.

174 N. W. 736.

MURDER STILL

Where defendant intended to shoot one person, but in fact shot and killed such person's wife, then present, the killing was with malice aforethought and specific intent, and supports conviction of murder.

174 N. W. 643.

TO MAKE TROUBLE

To hold his job Sam Gompers must be radical and make trouble.

There are men who "need a guardian" but not a Manchester Guardian.

I look on solemnity as a disease.—
Voltaire.

PRINCIPLES OF INSURANCE LAW

INSURANCE ASSOCIATION

An incorporated association indemnifying its members against loss is an "insurance company."—182 P. 647.

DELIVERY OF CHECK

Under a life insurance policy, giving the insurer the privilege of paying the proceeds to the relative by blood of insured, delivery of a check for the proceeds to the sister of deceased, covered by sufficient funds, constituted payment as against a claim that the drawee did not receive the money.—In re O'Kane's Estate, 176 N. Y. S. 884.

FORFEITURE

Forfeiture is not a favored policy of the law, and one insisting upon its application in a given case must show strict compliance with all the necessary conditions precedent upon which the exaction is based.—107 A. 458.

NOTE

Company's retention of note given in part payment for first annual premium, and endeavor to collect it after it became due, together with sending of notices that second premium was due, held an election to waive forfeiture for default in payment of note. 211 S. W. 736.

WRITING

An agreement to insure against fire need not necessarily be in writing.—123 N. E. 661.

AMBIGUITY

In case of doubt or ambiguity, the language of an insurance policy should be construed most strongly against the insurer, but such construction cannot be resorted to unless ambiguity exists.—174 N. W. 475.

Life Policyholders Interested in Railway Securities

Legal reserve and other life companies and societies insuring lives in this country have invested in railway securities in very large sums, thereby making about 65,000,000 members of general, industrial and fraternal societies vitally interested in the solvency and welfare of American railroads.

Under federal government control the average of wages and salaries of employees of first class railroads has increased from \$830 to \$1418 or about 70 percent. Number of employees has been increased about 400,000, or 30 percent. Operating expenses have been increased 50 percent. The government is losing a million dollars a day. It is like the man holding a bear by its tail: afraid to let go, and the spectators are afraid he will.

It is the fashion for fire and other companies to organize casualty allies. After a few years the allies will capture the fire and other companies and benevolently assimilate them.

Leather bound Coast Reviews 1903 to 1909 inclusive are for sale by Sloan Flack, 1325 4th ave., Los Angeles.

Make him an offer and start a library.

"Annual Statement" Defined

Why is it always the silly season in Kansas? (See "Past.") The new insurance commissioner has ruled that the law requiring the filing of an annual statement cannot be complied with by a new company less than twelve months old. The ruling of this crank might be expressed thus: "as annual means performed by the year, and you have no performances for a year, the law will not allow me to admit you until you have done business for a year." This beats California's former crank commissioner.

But Are the Farmers Buying More Life Insurance

The Chamber of Commerce of the United States says its committee of statistics reports general prosperity and hopefulness that it will continue through 1920, "at least until another harvest."

Listen:

"On the whole the farming communities are prosperous, because of the high prices of their products and their liberal spending is the back-bone and sustaining power of the present volume of business in much the greater part of the country. The farmer is buying liberally and intelligently. He is buying more automobiles, more tractors, more poultry, more blooded cattle, more farm implements and machinery, more gasoline engines and electric lighting plants for his dwelling house and buildings. He is paying cash mostly and also paying off what comparatively few mortgages remain."

Nobody but Uncle Sam is being paid gold.

Liability and Miscellaneous Mutuals

Like everything in the insurance line, the writers of liability and surety and casualty and sundry on the mutual or interinsurer or reciprocal or whatnot plan have been doing well with the excess offerings. But a change for the worse may be approaching. It usually does after a great war.

These associations are merely disguised rate cutters; and every stock miscellaneous writer which regularly cut rates has failed.

We believe that failures of a mob of mutual miscellaneous writers are about due.

Daily Report Form

The daily report, said to be the invention of Bennett of the Andes of Cincinnati, has developed into a complicated affair (certainly in some offices). Here is an "insurance" company that asks for the name of the "assured." The number of entries which the agent is "required" to make is 65, besides the "wording" and an expert draughtsman "diagram" of the risk. Experience, of course, has proved the usefulness of the daily report; but, considering the actual facts and practices, is it not surprising that a simpler and less repellant form has never been devised?

San Diego street cars now operate on a zone plan; outward you pay when you get out; inward you pay when you get in. In the first zone you pay 5 cents; passing into the second you pay 2½ cents; in the third you pay another 5 cents.

THE SERIOUS SEVENTIES

—

41 and More Life Companies Forced to Cease Business—Large Losses to Insured and to Beneficiaries—Outstanding Insurance Fell Off Nearly a Third

At the beginning of 1870 there were 71 life companies operating in New York state. Of these, 41 retired in the decade.

In the 70's the number of New York companies fell to 12, no fewer than 29 retiring, nearly all through a receivership.

In the 70's the number of other-state companies which retired, virtually all by receivership, was 12.

Companies not represented in New York also retired.

Life insurance in force at the beginning of 1870, as reported to the New York insurance department, was \$1,836,617,818. It increased in 1871 and 1872 and at the beginning of 1873 it was \$2,114,742,591.

The total in force fell off in the years 1874, 1875, 1876, 1877, 1878 and 1879. The latter year closed with \$1,475,995,172, a loss of \$638,747,000 in eight years, or over 30 percent.

This great loss of outstanding insurance indicated loss of confidence and a large decline of new business written.

The number of policies in force at the close of 1873 was 817,081. Thereafter the number steadily declined to 595,486 at the close of 1879.

At the close of 1873 the average policy was for \$2,550. At the close of 1879 it was for \$2,400. Smaller policies were being written.

The long, trying approach to specie payment resumption came to an end

in 1879, and the hard times came to an end in that year.

In 1880 the number of policies and the amount outstanding began an increase ever since continued.

During the Civil War and for several years thereafter outstanding insurance and policies continued to increase. But the 70's were a toboggan slide.

What caused so many life companies to fail?

This question has been answered variously. These companies, it is said, generally based their legal reserves on 6 percent interest; but it was not difficult to earn 6 percent on good loans and investments. Some life companies are doing that today, though operating on a 4 percent basis.

There was bad management and there were poor investments. Equally true today.

The panic of 1872 had its evil effects and brought on the usual hard times. The rapid approach to specie resumption was a drag too, for a man who borrowed depreciated paper money was obliged to repay it in money constantly appreciating in value. Therefore everybody was waiting for resumption.

Railroads had little to do for there was little to haul. Brakemen were paid only \$40 a month.

Hogs on foot sold at \$6.00 a hundred weight. Corn in the far West was worth only 10 cents a bushel and was burned for fuel. Moonshiners sold whisky as low as 25 cents a gallon.

Farm mortgages drew 10 percent interest and many were foreclosed. Borrowers paid agents a premium of 5 percent to agents. County banks

charged 24 percent for loans on collateral and deducted the unlawful excess interest in advance.

Those were sad bad days, which spoiled the life career of thousands of young men in America.

Is this country to be confronted with similar financial and industrial conditions soon after the close of the war in 1917?

Conditions are somewhat similar in respect to paper money and the absence of gold coin, but prices were not high and wages were normal. There was a great deal of unemployment, and there was general business depression which did not cease until the spring of 1880.

If we escape a panic, and if government "resumes specie payment," nothing like Serious Seventies need be feared, notwithstanding the unavoidable derangement of business and the added high taxes resulting from the war and this nation's part in the conflict in 1917 and 1918.

We compile from the New York state insurance report a list of life companies forced out of business from 1870 to 1879 inclusive:

NEW YORK COMPANIES	Ceased Business
Ben Franklin, reinsured	1870
Great Western, receiver	"
Farmers & Mechanics, receiver . . .	1871
American Tontine, reinsured	"
Standard, "	"
Widows & Orphans Benefit, receiver .	"
Amicable, receiver	1872
Empire, "	"
Mutual Protection, receiver	"
Reserve Mut., same as above	
Craftsmen's, receiver	"
Empire State, reinsured	"
New York State, receiver	"

Excelsior, reinsured	"
Hope, "	"
Asbury, receiver	1873
Hercules, "	"
Eclectic, "	"
Guardian, "	"
National, "	"
Commonwealth, receiver	"
World, "	"
Government Security, receiver . . .	1874
Merchants, "	1875
North America, "	"
Continental, "	1876
Security, "	"
American Popular, "	1877
Atlantic, "	"
Universal, "	"
Globe, "	1879
Western New York, "	"

OTHER STATE COMPANIES

United Security, Philadelphia	1870
Hahnemann, Chicago, reinsured . . .	1871
Safety Deposit, Chicago	"
National, Chicago, certificate revoked	1872
International, Jersey City, reinsured	"
Anchor, Jersey City, certif. revoked	"
Nat'l Capital, Wash., " "	"
Economical, Providence, "	1873
St. Louis, receiver	"
American National, receiver	1874
Republic, Chicago	1875
Teutonia, Chicago, certif. revoked . .	"
Piedmont & Arlington, Richmond	
certificate revoked	1876
Alliance, Leavenworth	1877
Missouri Valley	"
New Jersey, receiver	"
Toledo, certificate revoked	"
Life Assn. of America, receiver . . .	"
Charter Oak, "	"
Continental, Hartford	"

Perhaps the Black Friday panic of 1872 was chiefly responsible for the depression of the 70's.

Let us hope and so help that there will be no Terrible Twenties.

Burglars favor a high license for dogs.

GENERAL

Our Railroads

American railroads and equipment are valued at 16½ billion dollars, which is nearly half of the value of the industries of the country. They are the "backbone" of U. S. A. and you know that any injury to the backbone is a very serious matter.

Organized labor is hammering away at the country's backbone and is intimidating Congress and the Executive. If it succeeds in breaking it, general bankruptcy of our larger life insurance and other corporations, of business generally, of individual investors, and of many widows and orphans must surely follow.

Write to your U. S. senator and representative, insisting on full protection of the railroads. Stiffen the backbone of Congress.

Letter from Alberta

Paterson & Waugh, Adjusters of Fire Losses,
Calgary, Dec. 17, 1919

Editor Coast Review, San Francisco

Sir: For some time I have derived information and a great deal of pleasure from your journal. The November issue is exceptionally interesting. I like the subtle irony of the paragraph on page 777, "What is home without a Webster's International dictionary? It is the best." But surely we all are hoping to have the "best" home. Must admit there are other publications which might be refused admission. Why pick on Webster?

I am regretful that your interest in this wonderful Dominion is not sufficiently alive to command knowledge of its geography. Under the heading of "British Columbia" (for your information—a province) you give reference to Edmonton, the capital city of the province of Alberta, and Saskatoon—one of the principal cities of Saskatchewan. A glance at the map will convey to you the immense area divided into the Province of British Columbia, Alberta and Saskatchewan.

Because (it is true that since August, 1914, when Canada, whole-heartedly, gave her best to the Mother Country in the fight for right, her commercial progress has been de-

tered) I have a knowledge, gained by extensive travel over the territory, I offer the opinion that an opportunity exists for commercial advancement in Western Canada which is extraordinary. It is not my desire to advertise the probabilities of success we, living here, are so confident of, but I would bring to your notice the fact that it is unwise for you to display a lamentable lack of knowledge regarding a field in which some of your San Francisco offices are interested.

You may rely upon a renewal of my subscription when due.

Why not get some information from Barsotti of the Fire Association or some one equally versed in the Western Canada field upon conditions before publishing?

Sincerely yours,

HARRY THOMAS.

Fire Underwriters' Association of the Pacific Forty-Fourth Annual Meeting

PROGRAM—TWO DAYS

- 1 Reading of Minutes and Reports
- 2 President's Address—G. A. R. Heuer, Special Agent Phoenix Assurance Co.
- 3 Rice Mills—R. E. Swearingen, Chief Engineer Fire Prevention Bureau
- 4 Initiative—Henry B. Tickner, Special Agent Fireman's Fund Insurance Co.
- 5 Hail Insurance in Pacific Coast Territory—Chas. A. Wendler, Special Agent Edward Brown & Sons
- 6 A Few of the Abuses in Our Business—W. L. W. Miller, Miller, Henley & Scott
- 7 Activities of the Arson Committee—A. W. Thornton, Manager London Assurance Corporation
- 8 Insurance Federation—Alexander Field, with Johnson & Higgins
- 9 California Tobacco—Wm. Maris, Independent Adjuster
- 10 Fire Prevention in Grain Fields—W. A. Groce, Asst. Fire Marshal of the state of Washington
- 11 California Association of Insurance Agents, Its Aims and Needs—Matt T. Mancha, President
- 12 The California Special Agent, Yesterday, Today, Tomorrow—Frank J. Ag-

- new, Special Agt. Northern Assur. Co.
 13 America's Greatest Crime — Courtesy
 Fire Prevention Bureau of the Pacific
 14 Reports of Special Committees—Elec-
 tion of Officers
 Banquet in Evening

Holiday Visitors

GREETINGS.—H. W. Fores, representing the Scottish Union and the State, on a neat holly card sends greetings and good wishes for the new year.

The Vulcan Fire on an illuminated card greets its friends.

The executives and staff of the Pacific department of the Liverpool & London & Globe extend cordial greetings and wishes for health, happiness and prosperity during the coming year.

With the card of Secretary C. I. D. Moore comes the very tasteful card of the Pacific Mutual Life Insurance Co., extending hearty Christmas greetings and wishes for a happy and prosperous New Year. Flanking, in colors, are well drawn pictures of the famous Big Tree through which autos are driven—formerly a coach and six.

The Glens Falls greetings are handsomely expressed by President Little on a beautiful card with a photo engraving of the company building. "At this season our thoughts revert gratefully to those whose courtesy, co-operation, and loyalty have assisted in the progress of the Glens Falls." Some class.

The Pacific department of the Royal Insurance Company issues a large and beautifully engraved card appropriate to the season, with Christmas greetings and good wishes for the New Year, signed Rolla V. Watt, F. B. Kellam and H. R. Burke. The Royal monogram, in holly leaf twigs, is embossed in two colors.

The offices of the Home Insurance Company of New York extend greetings, and thank representatives and other friends for their many expressions of confidence and good will. And therewith is a leather wallet, to hold memoranda and letters. It is cloth-lined and opens on right side and on top.

John A. Hougaard's season greetings are tendered on a plate card with the illuminated Ferry building in a holly oval.

With a beautiful embossed candelabrum in gold, and red candles, and graceful twigs of holly, on a card, the officers of the Metropolitan Life extend cordial holiday greetings and wishes for prosperity in 1920.

To You

Coast Review wishes all its readers a new year without worry, with hope, health and wealth in a hurry, which may they find to be of the staying kind.

State Fire Marshal's Report

The state fire marshal of Oregon has issued reports of fire losses in that state in October and November. They are interesting.

October total, \$189,515; November, \$305,200. Latter includes Oregon City, \$200,000—department store and adjacent building. Portland fires not included.

Marshal Barber and his deputies are doing good work.

I hope we shall soon have the 28th amendment to the constitution of the states, one prohibiting eating in public or in the presence of another human. Then we can not "hear the rich eat." Ambrose Bierce first called my attention to the indelicacy, not to say indecency, of eating, of opening the mouth and thrusting pieces of carved cow down the throat, with gustatory sounds. Such an amendment to the constitution will furnish congenial jobs to many politicians and postpone the day when the government will do all the insurance business.

10 Not 13.—We erred in saying that the Western States Life had paid only one dividend since organized in 1906 instead of 1909. This company was organized by professional promoters at a varying expense ratio, running over 30 percent.

Fraternal Aid Union claims that 60,000 of the 100,000 members are now on "absolutely adequate rates."

AMERICAN MARINE BUSINESS TOTALS

On January 1, 1909, there were 3 American marine companies, with a total of \$1,200,000 capital and \$2,551,723 net surplus. One of the three companies was a mutual.

On January 1, 1919, there were 10 American marine companies, with a total of \$2,700,000 capital and \$10,833,923 surplus. One of the eight companies was a mutual.

There were 15 foreign marine companies writing American business, with \$5,945,961 premiums in 1908.

The three American companies wrote \$4,058,957 marine premiums in 1908.

All the marine companies wrote \$10,004,918 premiums in 1908.

The reader will note the large gains, due mainly to war conditions.

In 1918 the ten American marine offices wrote \$14,936,620 premiums.

The thirty-six foreign marine offices wrote \$41,631,885 premiums in this country.

Total marine premiums in the U. S. in 1918, \$56,568,240, written by marine offices. Total in 1908, \$10,004,918. (The crest of the war business wave, however, was in 1917, when the total marine premiums was \$64,287,632).

Marine and inland premiums written by fire offices in 1908 were: American, \$6,866,901; foreign, \$622,015; total, \$7,488,916.

In 1918 American fire offices wrote \$79,022,204 marine and inland premiums, and foreign companies, \$7,334,677.

The grand total was \$86,356,881, against only \$7,488,916 ten years before.

A Fire Chief's Hobbies

I have a little hobby that I want to mention and would recommend its adoption by all departments. We have a scrap book in which I have posted newspaper clippings of every fire in the city since this department was organized. The book lies on my desk and it is not only valuable as a historical record but is a constant source of public reference. Cleanliness is scrupulously insisted upon. Each bed is furnished with good bedding and white spreads. Each man is held responsible for his bed. Floors are swept and mopped every day, and the house has a neat and tidy appearance. We have an arc rectifier for recharging both our lighting and starting batteries. —F. H. Grabner, Baker, Or.

What youall insurance fellers gwine to do when Carranza carries out his threat to take Texas into mighty Mexico?

Fire Resisting Construction

For fire-resisting construction, the recommendations of the American Concrete institute specify that limestone, trap-rock and burned clay be given preference over highly siliceous gravels, which disintegrate under intense heat. When gravel is used, without a protective coating, columns should be made round instead of rectangular. When gravel, with spiral reinforcement, is used for either round or rectangular columns, it is suggested that additional protection be given by a coating of one inch of cement plaster, either on metal lath or reinforced by light expanded metal.

GENERAL

The Census—Did the Ladies Truly Tell Their Age

I fear Uncle Sam is encouraging perjury, disloyalty or at least disrespect for the government. He is taking the decennial census, and is asking a lot of queer questions, and about nine years from now he will tell us the final results.

We shall then know how many of us are of African, Grecian, Judean, Israelan, Italian, German, Spanish, Mexican, Polean, Russian, Danian, Swedenian, Norwegian, Francean, Belgian, Hollandian, Englandian, Scotlandian, Irelandian, Canadian, Japanian, Chinanian, Indianian, Australian, New Zealandian, Filippinian or Hawaiian descent.

This will set at rest the absurd claims that there are 30,000,000 of our people of German descent, 30,000,000 of Irish descent, 30,000,000 of Latin descent, 10,000,000 of Scandinavian and Russian descent, 10,000,000 of African descent, and only 2,000,000 of English, Scotch and Canadian descent.

There is the question of age. It is very important to know the age of a woman, of course; and in due course Uncle Sam will tell us there are 50,000,000 females of the average age of 20—if those past 30 do not perjure themselves like ladies.

Really important questions, like—

What were your losses by fire in 1919?

Did any adult member of your family die without life insurance in 1919?

What was the value of your uninsured property destroyed by fire last year?

How many adult members of your family died and left no estate last year?

are questions not asked.

The writer, who is not blind, passed through several census probes and never saw a census taker.

Hen Insured for \$5,000

Kent, Wash. — A White Leghorn hen here, which lays 330 eggs in 365 days—the world's record—was placed on exhibition lately and was insured for \$5,000.

New Map Needed

Some enterprising mapper should publish a map of the Pacific West, including also Saskatchewan, Alberta, British Columbia, Yukon, Alaska and Hawaii.

Canada Is Making Great Progress

In this country, especially on this Coast, there is little realization of the growth of Canada in resources and general prosperity, in trade, exports and manufactured products.

British Columbia and other Western provinces have only begun to grow.

Increase of Tuberculosis, Etc.

American Life companies will do well if they prepare for increased mortality from pneumonia and tuberculosis.

Many cases of both diseases may be expected in families not heretofore susceptible to them.

Examinations should be very strict and a probable higher death rate than normal should figure in dividend payments.

An illustrated lecture on GRAIN DUST EXPLOSIONS and fire prevention is being given by federal experts.

FIRE

Sensible San Jose Says City Employees Cannot Serve Two Masters

Whereas, The council of the city of San Jose believes that it is contrary to the security, good order and health of this city for its employees to become members of any organization which might require a course of conduct inconsistent with the duty of said employees to said city; now, therefore, be it

Resolved, by the council of the city of San Jose that the following rule be, and the same is hereby, adopted for the government of the employees of said city:

RULE

The officers and members of the police department, the officers and members of the fire department, the officers and members of the department of public works, and the officers and members of the department of parks and the officers and members of any and all other departments of the city, either individually or collectively, are prohibited from forming, joining, maintaining or affiliating themselves with any society, association or organization having the power to call, sanction, approve or support a strike of said employees, or any of them.

Any violation of this rule shall subject the officer or officers and employee or employees violating it to immediate dismissal from the city employ.

A man was sentenced to be hanged. He got a new trial and was sentenced to life imprisonment. He again secured a reversal. On the third trial

he was again convicted of murder in the first degree and was again sentenced to be hanged.

Vacancy

Recently we have read press reports of several fires, the conclusion being: "the house was vacant."

Vacancy increases the fire hazard of both good and bad physical hazards. Burglars, bad boys and tramps enter vacant houses, sleep, play, gamble, smoke and even cook in them; and often deliberately set them on fire.

Courts have ruled that the vacancy clause in policies, making them void after a stipulated number of days, is a reasonable and valid limitation of liability.

The insured should bear these facts in mind, and procure a vacancy permit where vacancy is unavoidable.

Curtains and shades drawn, and accumulations of letters in boxes and papers in doorways are evidence of absence of the family or vacancy of the premises. Shades should be left up, curtains left hanging, and letters and papers removed.

Editor Coast Review: You say the "wickedest cities have never burned." Is this a reflection on Seattle or Los Angeles? W.

No, Willie. Impossible!

Having read reports made by the Federal Trade Commission I am not surprised by the arrest of one of its members as a Red.

The Royal Exchange, represented by Manager B. Goodwin, will be 200 years old this year.

LIFE CHIPS

—Agency Contract.—Where the contract of a life insurer's soliciting agent recited that it was made on the basis of his writing \$3,000 business per month, and might be terminated at any time without notice if the condition was not fulfilled, mere failure to write the monthly amount did not terminate the agency, without affirmative action by the insurer.—215 S. W. 818.

—The Pacific Mutual News has a Non-Cancellable supplement devoted to the company's non-cancellable income policy, which is meeting with great success. Vice President Danford M. Baker is credited with the authorship of this plan.

—George R. Stiles, general agent of the Mutual Benefit, reports \$3,775,000 new business for his agency in 1919, an increase of over 70 percent over the business for 1918. This total does not include all the California business, the figures for which are not yet available.

—The Life Underwriters' Association of Canada became the official representative of the Insurance Research and Review Service, Indianapolis, for all of the Dominion, on January 1, 1920. The Canadian Association thus secures for Canadian members, a Canadian supplement in the "Agents' Plans" section of the R. & R. Service.

—C. A. Cohen, of the San Francisco agency for the Bankers Life of Des Moines, was the leader of the field force for the month of November with a total production of \$187,000, and for the first week in December with a total production of \$105,000.

—Los Angeles.—The Western Mutual Life is now about ready to write all new business on a legal reserve basis. It will have \$250,000 cash capital and a good surplus.

—The Manhattan Life increased its insurance in force in '19 handsomely. A good amount of new business was written.

—The Equitable Life again reduces dividends.

—The Mutual Life of New York will slightly reduce dividends this year.

—In 1920 the Bankers Life of Des Moines will pay dividends as before the influenza.

MISCELLANEOUS CHIPS

A bit of a joke was the finding of a whisky still—a moonshine plant—on the edge of the Presidio golf links, where many insurance men play. Does this explain some slow games and bad scores?

—Temperance.—Insured's statement that he was temperate, in answer to inquiry in application for accident insurance as to habits at time of application, was not substantially untrue, where insured had not taken a drink for two or three months prior thereto.—*Etna Life v. McCullough*, 215 S. W. 821.

—The unexpected appears to happen every day—especially to the automobilist.

—On group accident and health The Travelers Indemnity now pays 20 percent commission on first year's premium, and 5 percent on premiums for subsequent years, reported and paid, on which the annual premium does not exceed \$25,000.

—There are no compensation laws in Arkansas, Florida, Georgia, Mississippi, North Carolina and South Carolina—six Southern states, where the negro population is large. Here is a chance for national constitution tinkers.

—As the Oregon compensation fund has a surplus, it is proposed to increase benefits about a third because of the increase in the high cost of living in the past year. Eggs have gone up 10 cents a dozen. The employers will not receive any melon.

—Being "one of San Francisco's men of affairs, presumably with an insured income, I (or you) may be interested in an unusual offer" by Noel H. Jacks (Travelers), which is an accident policy for \$40,000 for \$30 a year, when he calls.

—An Irish court ruled that the employer must pay for an "accidental" case of pneumonia, following collapse of employee because he had risen too late for breakfast.

—Workmen on inter-state rail lines are not protected by state compensation laws, rules the supreme court at Washington, in *Butler v. S. P. R. R.* Employees of such roads or their heirs must sue in federal courts, for damages.

FIRE

Coast Fire Totals for 1918

We finally compiled figures that were missing and issued it as a revised Supplement last month. Any subscriber wanting a copy, not having received it, will please notify us.

The grand total is \$48,667,876 premiums, including some British Columbia, Alberta and Saskatchewan, which are in the Pacific West. This total was a gain of about \$6,000,000.

The average loss ratio was 33.6 percent. The ratio of losses incurred to premiums earned was about 37 percent. There was therefore a good underwriting profit.

Fireman's Fund Pays Bonus

The employees of the Fireman's Fund Insurance Company were allowed an extra month's salary for December, making the second bonus during 1919.

Montana Fire Reinsures

The Home F. & M. Insurance Co. of San Francisco has taken over the business of the Montana Fire Ins. Co. of Butte, which had net premiums of \$110,779 in 1918 and a reinsurance reserve of \$84,550.

The Montana lasted nearly eight years. It was authorized to write in Montana, Wyoming, Idaho and Washington. It was a promotion company, with organization expenses limited to one-fifth of sums paid in for stock and surplus. It had a good class of business on its books, with low loss ratios, but its expense ratios were high, as—

1914, 97.1; 1915, 93.0; 1916, 94.3; 1917, 71.2; 1918, 63.7.

F. U. A. P. Meeting

The 44th annual assembly of the Fire Underwriters' Association of the Pacific this week was very interesting and the attendance was large. The banquet was lacking in nothing that formerly contributed happy success.

Frank L. Emerick, special for the Fireman's Fund in the Northwest, was elected president for the coming year; William Deans of Selbach & Deans was elected vice president; Hunter Harrison was elected secretary; and J. P. Moore was re-elected assistant secretary and librarian.

Items

Mrs. Kruttschnitt has been re-arrested, on "a true bill" by the grand jury at San Francisco. In the police court, where this society woman was charged with swearing to false proofs of fire loss, the case was dismissed by Police Judge Sullivan for lack of evidence.

Home F. & M. stock is now quoted at 50 plus.

The Great American is to increase its capital from \$5,000,000 to \$10,000,000, the new stock to be offered at par to present holders.

Premiums of British insurance offices have doubled in ten years.

General Agent C. A. Henry of the Sun and Michigan is on his way East, and will visit Detroit, New York and other cities.

There are 30 new British insurers.

The new Victory Fire Ins. Co., of Philadelphia was organized by, and has behind it the management and backing of, the old Fire Association.

The late Benj. J. Smith, manager, always insured his "contingent" with Lloyds. They never had to pay a loss.

New York.—J. H. Stoddart, of the firm of A. H. and J. H. Stoddart, general agents of the New York Underwriters Agency, died last week. He had been with the Agency, founded by the Stoddarts, for forty-five years.

The Consolidated of Great Britain is entering U. S.

U. S. Manager R. D. Harvey of the Royal Exchange has retired, after fifteen years service with the company. He is succeeded by Edward Stokes, manager of the Egyptian branch.

GENERAL

Mr. and Mrs. Life Policyholder

Do you know that one-fourth of the average legal reserve of a policy of life insurance is invested in railroad bonds?

You are deeply interested in the affairs of American railroads.

You are also interested as a consumer and as a property-owner.

Upon the safety of railroad investments depends the general solvency of the country.

When railroad securities are in jeopardy panic and general bankruptcy lurk near.

He Is Agent of Insurer

An agent, who solicits insurance, will be treated as agent of insurer, and not insured, notwithstanding provision in policy that he is acting as agent of insured.—*Etna Life Ins. Co. v. McCullagh*, 215 S. W. 821.

5 Per Cent Underwriting Profit Asked, Plus Interest Earnings

Five state insurance departments asked fire offices what they considered a fair profit. The reply was: 5 percent underwriting profit, 5 percent contingency reserve for conflagration losses, and banking or interest results not to be considered. The 5 percent underwriting profit to be plus interest on capital and plus surplus and interest on unearned premium reserve.

The average underwriting profit, before the San Francisco fire, was 4 percent of the premiums. It has been as low as 2 percent since that heart-breaking event.

Premium and profit and income and fee taxes are to be considered part of the expenses of the business.

Other committees will take up this matter for further consideration and recommendation.

We suggest that a conflagration reserve as a liability receive consideration.

The late Elmer Rittenhouse when insurance superintendent of Colorado was not very friendly to small life companies. His actions brought from us the name "Roughhouse Rittenhouse." The Equitable Life afterward appointed him assistant secretary.

Total Abstainers

At last the world is to have a life company in which the membership is strictly restricted to men and women who totally abstain from beverages and pies containing any alcohol whatever, not even cider. Dividends larger than any other company pays are promised. The name is National Temperance and the headquarters are Chicago. Soon this question of abstainers' mortality rate will be settled. Many years ago the abstainer's application was refused on the ground that his chance of a long life was poor.

Colorado Ruling on Child Insurance

The ruling heretofore in effect prohibiting life insurance companies from issuing Children's Pure Endowment policies with return of premium and interest thereon in the event of death during the endowment period is hereby rescinded, and from and after this date it will be permissible for a life insurance company to issue in Colorado Children's Pure Endowment contracts providing for return of premiums and interest thereon in the event of the death of the child prior to the maturity of the endowment.

Given under my hand and official seal this fifth day of January, 1920.

(Signed) C. W. Fairchild.

(Seal)

Commissioner of Insurance.

The Western States Life has issued a "preliminary report" which, as Goldberg the cartoonist might say, "doesn't mean anything." With a flourish, "the company has gained in admitted assets," but it would have done that if it had written no business, and would also have increased its reserve and income. But what we should like to know is the state of the company's surplus, the mortality experience, the expense ratio, and the cost of the new business written by former New York Life big producers.

British Columbia.—The Great American has been licensed to write explosion, riot and civil commotion, in addition to marine automobile, etc.

FIRE**GREAT GAINS IN TEN YEARS**

In ten years 1908-1918 the capital of American fire companies reporting to New York has increased from \$67,-130,000 to \$116,645,805, and the net surplus has increased from \$100,136,-470 to \$192,909,112.

Capital and surplus combined has increased from \$167,266,470 to \$309,-554,917.

Fire premiums in 1918, of domestic and foreign stock companies, were \$492,985,575.

Ten years previously they were only \$247,186,253. The total has doubled in ten years!

In 1918 foreign companies fire premiums were 27.8 percent of the total. In 1908 the foreign percentage of the total was 26.8.

MARINE AND INLAND GAINS

In 1908 the marine and inland premiums of American fire companies were \$6,866,901, and of all stock companies the total was \$7,188,917.

In 1918 the American fire companies' total of marine and inland premiums was \$79,022,204, and of all stock companies the total was \$86,-356,882.

Dwell for a moment on the enormous difference between \$7,188,917 and \$79,022,204! an increase of 1,153 percent in the annual marine and inland premiums.

BAKER CITY, OR.

The Fire Marshal's Bulletin tells us the population is 12,000 (until Uncle Sam measures it), and the fire depart-

ment is thoroughly efficient. You have but to look at Chief Grabner's picture to feel sure of that. In addition to paid men there are 20 call men who are paid \$1 an hour if water is spurted and 50 cents if the alarm is false.

Sometimes things are uncomfortable, when there are 10 degrees below zero and no hot coffee. A short bend in the hose would break it.

San Francisco's Remaining Boat to Go Out of Commission

Some time ago the city of San Francisco put one of its two fireboats out of commission after failing to get any assistance from the state harbor commission towards their maintenance for the protection of the bay waterfronts. The labor unions then made the supervisors employ all the discharged firemen on the one remaining boat.

Now there is no money with which to pay their increased salaries, though the tax rate has been increased 28 percent.

New York.—Robt. H. Williams has been made assistant deputy manager of the New York department of the Liverpool & London & Globe. Deputy manager J. B. Kremer has been elected vice president of the Star.

The Agricultural of New York (Edward Brown & Sons, managers) has been examined by the state insurance department and officially found to have \$6,229,583 assets and \$2,582,258 surplus. Fine figures.

Preserve your illusions. When they are gone you may still exist, but not live.—Mark Twain.

FIRES

BROODER-HOUSE BURNS

Near Petaluma, Cal., H. A. George's brooder-house and 1,000 baby chicks burned.

QUARTZ MILL

Nevada City, Cal., Dec. 31.—25 miles north the Gold Canyon mine lost a 5-stamp mill, bldg., compressor and house, etc., by fire. The caretaker was away.

BLACK HAND INCENDIARY

San Francisco, Jan. 7. — Antone Pedro, 13 Surrey street, is a bad man, who abused his 20-year-old wife so that she was sent to a hospital, and then went to live with friends at 17 Surrey. Pedro and his friends threatened to burn the house sheltering his wife if she was not immediately ejected. Telephone wires were cut by the Mafia, oil poured round the house and then fired, at night, by the treacherous brutes. Two women and a babe barely escaped. A vigilance committee is needed.

SHIRT WAIST MILL

Oakland, Jan. 6.—At Tenth and High streets Economy Shirt Waist Mills and ten Japanese dwellings burned. Oil tanks and paper box factory threatened.

HOTELS AND STORES

Calgary. — Three stores and two hotels (Grand Central and Empire) burned in early morning fire on 18th. Loss \$300,000.

ACADEMY

San Francisco.—A building at the Mt. Tamalpais Military academy caught fire in early morning but the blaze was put out with only \$700 loss. Defective wiring.

DWELLING

San Francisco. — Home at 2231 O'Farrell st., belonging to Edward W. Bender, insurance broker, badly damaged by fire.

THEATER

Mexicali, Mex., Jan. 2. — Mexican theater and furnishings, drug and grocery stores, burned today, with \$40,000 loss.

AUDITORIUM

Los Angeles, 11. — Mystic Shrine auditorium burned today. Five firemen hurt. Defective gas heater cause of fire. Loss \$180,000, four-fifths insured.

CROCKERY

Stockton, Cal., Jan. 10. — Before dawn fire in basement of Yost-Dohrmann crockery store on Main st. broke through floor above, passed quickly thru two upper floors and roof. Stock and building heavy losers.

GENERAL FIRE

Taft, Cal.—Again quite a fire here, in the business part. Taft Tavern, Maxwell Garage and several adjacent business places were burned, with a loss of \$15,000.

“That company has burnt its tail off.”

SIGNS AND SYMPTOMS OF HEALTH

Life Companies' Medical Men Should Formulate Them for Policyholders

The public, including policyholders of life insurance companies, have been "fed up" with "signs and symptoms" of disease; but nobody has ever compiled the proofs of health, for the benefit of the public.

We fancy that it would be advantageous to life insurance companies to familiarize the public with the sure evidences of health. Few persons are really healthy, and any summary of the sure signs of health ought to persuade the average man that he is in pressing need of life insurance.

What are the signs of health? Do you recall ever reading or hearing them? Now, lest the medical directors of life insurers neglect to formulate them, we shall undertake to tell you what are the signs of perfect health.

We quote the answer of a farmer to his friend the doctor who kindly inquired as to the state of his health. The farmer answered:

"I am enjoying perfect health. I never felt better. I feel like a boy, and have so much spring that I feel like leaping and cracking my heels together. Am truly glad I am alive, and am unafraid."

Do you, reader, feel like leaping and cracking your heels together? Are you truly glad you are alive? Are you unafraid?

This farmer presented real signs of health and nobody will dispute them. Perhaps one statement embodies all. He was unafraid.

Here, briefly expressed, are the Coast Review's Signs of Health:

There is absence of any bodily ache or pain. Any consciousness of the body is agreeable.

Strength, proportionate to the weight of the body, is an indication of health. By this we do not mean that extraordinary strength implies extraordinary health; but we do assert that weakness implies ill health.

Exercise brings strength and health because it eliminates poisonous wastes not otherwise fully thrown off.

The lazy man is never healthy; neither is the long-sitting man who takes insufficient exercise.

There is no laziness. Work, and play and exercise are pleasures. Whosoever does not like work is not healthy.

There is appetite (including thirst).

There is daily perspiration

Elimination processes are normal.

There is no indigestion.

There is a feeling of strength.

There is courage.

There is cheerfulness.

The body is clean, inside and outside.

Hope and will and appetite and cheerfulness unite to produce energy and ambition.

BIG WAR DEBTS

This country was at war, largely was getting ready, 1 year, 7 months and 5 days, or about 580 days, at a direct money cost of about 30 billion dollars, or \$51,741,379 a day.

Britain and France fought 1,567 days at a cost of about \$36,000,000,000 each, or \$19,144,862 a day each.

These figures are of course only approximately correct, but they are true enough to indicate that had the war continued to the present time our debt would be \$50,000,000,000.

Bank and Other Company with Same Stockholders

A national bank and a loan company formed by it and having the same stockholders were distinct legal organizations, and possessed independent powers and privileges, and so, notwithstanding the identity of stock ownership and affiliation in management, for some purposes must be regarded as separate corporations, for instance, as being capable of contracting with each other; but in considering the effect of intercorporate dealings, especially as bearing on the duties of the common directors and the authority of stockholders to control them, the identity of stock ownership should not be overlooked.—*Corsican Nat. Bank v. Johnson*, 40 S. Ct. 82.

A Paris balloonatic hitched a horse to a parachute and the parachute to his balloon. Mounting the horse he said "let her go." When the balloon was about 1,000 feet high he cut the parachute loose and horse and rider landed unhurt. Some stunt!

At the meeting of the Association of Life Insurance Presidents no speaker had any recommendations for sanitary workshops or clerkshops.

ONE THING AND ANOTHER

HONK! BATTLE IN AIR

Golfers on the Presidio links, San Francisco, on a December Saturday afternoon were treated to a spectacle overhead. A large band of wild geese were flying southward, honking, and arranged in a huge V. On they came swiftly from seawards, bound for the bay and a night's rest in safety.

But what is this ahead! Trumpet cries of alarm! Ranks are broken. The birds become a waving mass, then fly circling, then turn and fly in disorder toward the northeast, honking cries of fear. For on their aerial level, coming fast nearer, with a strange roar, is a huge bird which the retreating flyers had never seen before. It was an army airplane from the Marina on the military reservation. The wild geese escaped.

TALL BUILDINGS SOLD

The Hewes building on Market street at 6th, about two miles from the Ferry, San Francisco, 14 stories, sold for \$650,000. Should have gross income of \$70,000.

The Hotel Chancellor, Powell street near Post, about one mile from Ferry, sold for \$350,000, including furnishings. Net profit said to be \$50,000 a year.

THE UNEXPECTED

In San Francisco a little Jap helped a man save an auto from fire in his garage. In the street on a downgrade the ungrateful auto ran away, ran over the Jap who saved it and then

climbed a telegraph pole. It is feared his back is broken.

OVERHEARD

"Who's going to pay the fares to San Francisco?"

"Why that change in date?"

"Of course there'll be another change soon."

"He greatly admires himself."

"More consolidations must be expected."

"I fear a great storm is coming."

"It never rains calamity but it pours."

"It is said that every man has his price, but that money will not buy some men. I believe every business and every insurance company has its price."

WOMEN ON JURY

As jurors women appear to have "made a mess of it." In three clear California cases of cold blooded murder, the juries were half women, and failed to convict of murder, and in one case they acquitted a murderer.

The employer worm has turned.

Half the fire insurance capital of this country is held by the New York companies.

The Atlas of London was the first British company owning its head office building.

Nothing so needs reforming as other people's habits.—Pudd'nhead Wilson.

WHITEWASH?

What about the Scandanavian-American bank at Fargo. Was it whitewashed by the partisan Non-Partisan politicians? "Wait and see."

ALARMING

Alas! Wm. Allen White predicts 1920 will be the most prosperous year in 711. As a prophet he has been a Kansas catastrophe. Once he wrote several pages in the Sat. Eve. Post, a prediction that Thunder Mountain, Idaho, would prove to be a solid gold mountain, with a yield that would make gold as cheap as German silver. Did anyone ever hear of Thunder Mountain since that fateful prediction? Looks bad for '20.

THE WAY TO KILL HIGH PRICES

When the hens are about to begin laying and when the grass has begun to grow, organize women's boycott clubs, and egg and milk prices will fall. Be careful not to say anything against absurdly high wages paid unskilled labor that is organized. Newspapers can claim the credit. Such is American bunk.

WHEN THIS WORLD SHALL END

Forecasts of the end of the world always have come along at intervals. It was expected on March 25, A. D. 1000. People neglected to cultivate the land, for what was the use? and famine was the result. Old documents of the time begin with, "As the world is now drawing to a close."

Years later the fatal day was set at various dates, 1704, 1757, 1843, and

Mother Shipton placed it at 1881.

When a comet appeared in the heavens that mysterious wanderer was going to lash us to pieces with its tail. Still our ball of trouble remains in the company of its sister planets.

A sect, named after its leader, taught that the world would come to an end at a fixed date. The members of this sect ceased to work, gave away their property, dressed in white, and nightly ascended to roofs, tops of haystacks, and crests of hills and awaited the glorious event.

NAMBY PAMBY JURIES

Another San Francisco jury failed to convict a murderer. There were five women jurors. It was a plain case of cold-blooded murder in a brightly lighted central business district. Six of the jurors were maudlin.

WHAT KIKERO SAID

Some men make a womanish complaint that it is a great misfortune to die before our time. I would ask what time? Is it that of nature? But she, indeed, has lent us life, as we do a sum of money, only no certain day is fixed for payment. What reason then to complain if she demands it at pleasure, since it was on this condition that you received it?—Cicero.

Montana Life company's examination shows \$278,348 net surplus.

In the final analysis there is no such thing as being; there is only doing.

What a convenient name for signing is that of Capt. McEntee—McNT!

"What a queer place for a fire patrolman's sliding pole."

GENERAL

Insurance Partnership

Where four brothers entered into written agreements to devote their time to the insurance business as a common enterprise, each having the right to withdraw funds as needed, without an accounting, such withdrawals to represent the entire interest of the member, and that upon the death of any member the property held by the association was to become that of the survivors, the association held to be one of partnership, and not of joint tenancy.—*Fleming v. Fleming*, 174 N. W. 946.

Pacific Mutual Life Calendar

A very handsome wall calendar, with twelve clusters of dates—366 all told—is issued for 1920 by the Pacific Mutual Life Insurance Company of California. A very attractive picture in several colors tops the calendar, entitled "At the Home of the Big Trees of California." The log house in the foreground was not carved out of a "big tree."

As the word "month" comes from "moon" it is fitting that the changes be recorded. Therefore this calendar specially pleases us farmers, and we'll plant accordingly. As February begins on Sunday, the 29 has a lonely vigil in a line by itself, making five Sundays in this month. May, August and October also have five Sundays.

On the back is "Wawona," through which automobiles run. This is one of the smaller big trees. It is 227 feet high and 26 feet diameter at the base. This tree is the trademark of the Pacific Mutual, which is the giant insurance company of the West.

Hail insurance in Nebraska, written in three zones, in 1919, resulted in heavy loss, the ratio for hail damage being 89 percent.

For everyone not a member of a labor union it is always Economy Week. The man who delivers bread or milk, or chops meat, is paid a dollar an hour. Educated men earn an average of 50 cents an hour, or less than is paid street-sweepers.

Tribute to the Late Manager B. J. Smith

President Milligan of the Connecticut Fire Ins. Co., announcing the death at Piedmont, on December 26, 1919, of Benjamin J. Smith, manager of the Pacific Coast office says:

"Mr. Smith was the company's oldest employee, in point of service, having become connected with an agency in San Francisco in which the Connecticut was domiciled in the 70's. By the exercise of unusual diligence and sound common sense, with which he was abundantly endowed, he was gradually advanced until he became, in September, 1897, manager of the company's Pacific Coast department. He discharged his managerial duties with credit to himself, and with advantage to the corporation, exhibiting qualities which served to promote the company's welfare and to endear him to an admirable corps of office and field representatives.

"Mr. Smith was a man of deep sympathies, tender feeling, and a high order of integrity. His death has brought an irreparable loss to a devoted family, to a very large circle of business associates, as well as to the company he served so long and devotedly."

The new business of the Bankers Life Company of Des Moines for the first eight days of December amounted to a total of \$3,000,000 and the total of examined business for the company for the year to December 9 has been \$84,000,000. The total business for the month of November was \$8,750,000.

Adverse trade balance has reduced Canadian dollar value 12 percent in U. S.

Several members of the San Francisco fire department, charged with stealing from a wholesale grocery, recently resigned rather than face charges. This is not the first time that firemen have been accused of stealing while on duty.

LIFE

Something New—A Free Dental Certificate

OCCIDENTAL LIFE

Good doctors having said that there is no good health without good teeth nor any good teeth without the care of a competent dentist, and that many serious and perhaps fatal ailments are caused by bad teeth, an enterprising California life insurance company, as a part of its service to policyholders, has presented its policyholders a dental certificate, entitling the receiver to \$2.00 service. This amount will pay for consultation, cleaning and advice.

The name of this company is the Occidental Life Insurance Company, of Los Angeles. As far as we know, it is the first company to make this offer to its policyholders. The dental advice may be of great and lasting service to the insured—and may reduce the mortality rate of the insurer.

The certificate reads:

Occidental Life Ins. Co.

Will pay \$2 for this Certificate if presented properly completed by a legally qualified Dentist within twelve months from . . . , for dental examination or treatment of the Insured under policy number

What the Widow Did With Her Life Insurance Money

The insurance paid to the widow amounted to \$20,000. Safely invested this amount would yield \$1,000 a year. But this was not enough.

The widow discovered that she had more friends than she thought. They were generous with advice, particularly the women, and they recommended

good, safe investments paying now or soon 9 or 10 or more percent dividends.

She trusted a ne'er-do-well friend with money to buy cattle in Arizona. She lost the money.

She bought traction stock to oblige a dear friend. She lost every dollar of the investment.

She bought stock in a new and promising industrial plant. It failed in six months. Stockholders lost all.

She invested in stocks of oil companies without wells. Money gone.

She bought stock in a new promotion insurance company. Half the investment lost and the interest lost equaled the salvage.

Of the \$20,000 paid by the life company the widow has \$5,000 left, on deposit in a good savings bank. She says she likes her present work in an office.

Ex-Service Men Insurance

Government life insurance may now be paid in a lump sum, and the list of beneficiaries has been enlarged.

A step-parent or parent through adoption of wife or husband may be a beneficiary.

Insurance may be reinstated within eighteen months after the month of discharge.

War term insurance may be reinstated within three months after month of discharge by mailing two months' premiums to the Bureau of War Risk Insurance without a written application or statement as to health.

Receivership.—Petitions have been filed for the appointment of a receiver for the Abstainers & General Life of Iowa. Everybody is an abstainer now.

LIFE

Premium Paid, Risk Accepted, Policy Mailed, but Company Declined to Pay

Bertha Bradley, an Iowa widow, sued the New York Life for \$5,000 on a policy on the life of her deceased husband.

The application was made out, the premium paid, and the company accepted the application.

The applicant passed the medical examination and the company's agent accepted the premium paid by the insured.

The company made out the policy and forwarded it to its agent. The latter was ill and did not deliver the policy. The "insured" suddenly fell ill and died.

The federal district court held that as the policy had not been delivered to Bradley, though paid for and delivered to the company's agent, it was not a complete contract.

Antique Life Companies

It is not so many years ago since life companies issued a policy void if the policyholder lived within 100 miles of the Gulf of Mexico or took a long voyage without permission of the insurer. His policy became null and void if he went to Alaska or crossed the equator.

There are such foggy life companies now, when hundreds, nay thousands, of people take a pleasure ride on an airplane. This invalidates the policy, as if it were a case of suicide.

Sixty years ago when a man took passage across the continent in a prairie schooner or on a stage his friends bade him good-bye as if he were going

to war, and not a life company would insure him.

In San Francisco every day, and in other cities too, many people take an air plane ride as they would shoot the chutes or ride on a scenic railway.

A company advertises "dependable aircraft," three seats, ready to fly—\$8,000—free from dust and blow-outs. But old-fashioned American life companies say to their policyholders "If you dare ride in the air or on the water in one of those contraptions your policy is null and void, whether you fall or drown or not."

Such companies will be laughed at.

Group Insurance Swells Life Totals

In reading of the big gains in new business of life insurance companies it will be well to reflect that much of these gains are the result of "group" or employees' insurance taken out in block by the employers.

The totals had been previously enlarged by partnership insurance, one of the new developments of the business.

One may wonder if there has been any increase in the old-fashioned kind of individual insurance, the kind that long protects families?

Do employees who change employers continue to insure?

Certainly, death-claim payments do not buy nearly as much as five years ago. Where then is the real gain?

\$72,000,000 Paid for in 1919

It was a great year for the Bankers Life Company of Des Moines, which wrote new paid for business to the amount of \$72,000,000 in 1919.

MISCELLANEOUS

Our federal government is becoming a regular health factory. Is this treating the regular unofficial doctors fairly? At the rate of the government output of health bulletins, there will soon be nobody sick, and the government will have to increase the inheritance tax and create offices for all the doctors.

California state board of forestry asks for money to prevent and check grain and pasture fires.

"Yes, your honor, I done warned dat niggah."

"You warned him, you say; how?"

"Niggah," I says, "don't mess wid me, 'kase when yo' do yo' shore is flirtin' wid de hearse."

"Yes, and what did the other nigger say?"

"He jes plum tells me—'don't pesticate me, don't foece me to press dis upon yo', 'kase if I does, I'll hit yo' so hard I'll sep-rate yo' from amazin' grace to a floatin' oppo'tunity.'"

"Well, and what did you say then?"

"Ah jes nach'rally remarks, 'if yo' mess wid me, niggah, I'll jess make one pass, an' dere'll be a man pattin' yo' in the face wid a spade tomorrow mo'nin.' Dat's all ah sed, yore hon-ah."—Lawyer and Banker.

Bricklayers in San Francisco demanded and receive \$10 a day. Brick can be laid the year round.

An increasing amount of concrete is therefore used.

In the Jugular Vein

Now from Ohio too comes news that the State Fund for the reward of workmen and politicians has been juggled and siphoned. The investigation committee blushes to tell that \$1,600,000 has been diverted, and the official records are mere dirty loose leaves.

Erratum—Warning to Investors

We mention this loss to stockholders as a warning to investors in purely promotion life companies. The expense of promotion is always high; in this case it was 30 or more percent of capital and surplus paid in. About \$1,800,000 of stock and surplus was sold by the promoters, under contract. Of this amount about \$540,000 went for promotion expenses. Of course the stockholders expect to recover this money from the profits of the company. All the profits belong to the stockholders.

At simple 6 percent interest the money invested would earn \$108,000 yearly. For nine years it would earn \$972,000, which plus \$600,000 invested for organization and new business amounts to \$1,572,000 lost by the stockholders of this company. The policyholders are protected and need not worry.

Compliance Within Time Limit.—Where the loss of an eye did not result within 20 days after an accident, and a physician after such time told insured that the accident might cause the loss of the eye but that he could not then tell, a notice to insurer within 20 days after insured was definitely told by the physician that the accident was the cause of the loss of the eye was a compliance with an accident policy requiring notice of injury within 20 days from date of the accident unless it was not "reasonably possible to give such notice."—*Sheafor v. Standard Acc. Ins. Co.*, 174 N. W. 916.

Where accident happened during the period of a liability insurance policy, insurer cannot claim that it was not liable, in that the negligence causing injury was in construction work done prior to the issuance of the policy.—*Tulare County Power Co. v. Pacific Surety Co. (Cal.)*

PAST

U. S. Senator Jones of Nevada years ago took an active part in the organization of an accident insurance company. The state itself was an accident—but that is another story. The accident company never got started.

When the Sun of London was organized the French were trying to colonize Louisiana. New Orleans was founded a little later.

Charles XII of Sweden had just lost his little army in the Ukraine and was a refugee in the land of the Turks.

Queen Anne was on the throne of England. King Louis XIV., who said "I am the State," was on the throne of France.

Frederick I., first king of Prussia, occupied the throne of his country, previously an electorate.

Kansas has always been notorious for crankiness. It was settled by very good people who were natural propagandists. Many of them were immigrants under the pay of free state societies and about as many more were immigrants under the pay of slave state societies. There was a struggle to make the new state free or slave by the majority of votes. These people, of both sides, were zealots, many of them were extremely intolerant.

Kansas, with a debilitating and irritating climate, and this ancestry, has been the congenial home of greenbackism, popularism, grangerism, co-operativism, state-controlism, etc. It has no large cities. Until the discovery of oil in paying quantities the state

was wholly agricultural and grazing in its resources.

The officeholders and candidates have held extreme views. Older readers may remember Foghorn Funston, Sockless Simpson and Whiskers Pfeffer. And Web McNall, insurance commissioner, who ran amuck and ended his career as boss of a bust fraternal society.

There was Web Wilder too, not so wild either, an insurance commissioner who had his friends. A prominent agency persuaded President Everson of the Pacific Surety Co. of San Francisco to apply for admission to Kansas. It was a reputable and solvent company then as always; but Wilder curtly answered, "Kansas doesn't need your company."

The wives of the president and the vice president of a California company quarreled. The upshot of this rivalry was the forced resignation of the vice president, who in turn compelled the president to resign.

1849

In May there was a great fire in St. Louis. Of the seven companies, the St. Louis, Citizens and Union failed. The \$100,000 capital of each was wiped out.

Lovely 1500s

English law (and other countries): If any one refuses to work, he shall be condemned as a slave. The master shall feed him on bread and water, and such refuse meat as he thinks fit. If the slave is absent for a fortnight he is condemned to slavery for life and is to be branded with the letter S. If he runs away thrice he is to be executed as a felon.

There were tramps but no strikers. For

the second arrest for vagabondage there was to be a bloody whipping and half of the ear cut off; for the third offense, death.

1316

Monks of a monastery in England had two dishes at a meal and half a flagon of ale. The sisters of a convent had but one dish at a meal and a half flagon of ale. Quite "wet," as a flagon holds two quarts.

1865

Fire losses "over \$20,000" in the Northern states in 1864 were found to total \$28,522,000, according to figures gathered by the New York Herald. Losses in the same states were more this year. In 1919 in the same states "over \$20,000" were about \$128,522,000.

A New York daily reported American fire losses in 1865 as \$36,500,000. Now they are ten times as much every year.

Michigan supreme court decided that where ordinance forbade repair of wooden buildings the insured could recover as for total loss.

Every agent or broker was required to take out a federal license and pay \$10 in legal tender notes.

LIFE

The Union Life and Limb of New York applied for right to change its name to Mutual Life and Travelers.

A French life office insured for 30,000 francs a woman aged 65 an annuity of 4,000 francs a year. She died in 1865 aged 107. The insurer paid all told 180,000 francs, a loss of about 90,000 fr.

1866

The Columbian Marine Ins. Co., "the largest in New York," suspended business because of unprecedented losses.

The Morris Fire and Inland Ins. Co. of New York, specializing on large lines, made big money in its first year and failed in the next.

COAST INSURANCE HISTORY 1865

Dwelling-house rates were the lowest.

The only company willing to conform to the insurance laws of Nevada was the Pacific of San Francisco.

J. H. Mackie & Co. were Nevada agents of the Phoenix of Hartford.

Rates on quartz mills were reduced to old tariff, to wit: water power, detached 100 ft, 3.00; exposed 3.50, Steam power, detached 100 ft, 3.50; exposed, 4.00.

Fire Marshal John L. Durkee reported San Francisco fire losses for the year ending July 1, \$351,478, and insurance losses paid, \$267,908.

Number of insurance companies writing business, 22. Of 235 fires, 27 were incendiary and 16 were attempts. There were eight arrests.

The Corn Exchange was doing a rotten kind of business on this Coast but was praised by Insurance Monitor.

California Insurance Company

The California was organized in 1861, and owned an office building on California street, on the north side, just below Sansome. It was organized to take over the business of a mercantile marine mutual and to write marine business only, but soon engaged in fire insurance also. The capital stock was \$200,000. Samuel Merritt was president. Caspar T. Hopkins became president in 1869, after the capital had been increased to \$300,000. Mr. Hopkins was a marine man, a strong personality, with great natural ability. For a time he was secretary.

On the recommendation of the publisher of this magazine, President Hopkins engaged Lou L. Bromwell as head field man. Mr. Bromwell was then a clever special and adjuster for the Home and Phoenix general agency. He afterwards became secretary, vice president and president of the California.

The stockholders, led by Daniel Meyer, banker, became dissatisfied with the Eastern experience of the company, and in 1892

reinsured its business in the Fireman's Fund. The California always paid dividends. The stockholders lost nothing; their capital was returned, plus regular dividends. The charter was continued by payment of the annual tax, and in 1905, less than a year before the double disaster of April, 1906, the California resumed business, with M. A. Newell, a marine man, as president. Geo. W. Brooks, an experienced fire man, was elected secretary and underwriting manager. The capital was \$240,000 in 6,000 shares of \$40 each. A surplus of \$150,000 was paid in.

When the great fire occurred the company had written and in force, in nine months, about \$32,000 San Francisco premiums, mostly covering property within the burned district. The stockholders included some of the leading business men of the city. The losses incurred by the burning of San Francisco amounted to nearly \$2,000,000. No other young small company ever faced such a loss in so short a time, nor faced a great loss with more courage and resolution.

With the approval of the stockholders the directors levied a series of assessments and paid in full conflagration losses amounting to more than five times the capital and surplus; and continued business with \$400,000 capital and a net surplus equal to 20 per cent thereof.

1864

In California all premiums were paid in gold but it was said that some companies when dissatisfied with the claim or the award persisted in paying claimant with greenbacks, legal tender worth much less than gold.

Complaint was made that Board companies were writing at less than tariff rates.

A bill passed the California legislature, requiring Eastern and foreign companies to make a special deposit of \$75,000 for the protection of claimants in the state.

Companies boasted of settling losses the second day after the fire.

There was no esprit du corps among the company managers.

1879

Coast Review devoted 26 pages to a report of the annual meeting of the 3d annual meeting of Fire Underwriters' Association of the Pacific.

The Oregon Mutual was started in Portland, under the initiative, the management and general direction of A. Bretz, formerly with the bankrupt California Farmers.

Wm. Sexton and E. W. Carpenter were special agents of the Fireman's Fund.

The Odd Fellows bank of San Francisco went into liquidation, being unable to pay the depositors a dividend.

By the dissolution of Potter, Jacobs & Easton their membership in the Board was automatically cancelled. They were invited to re-enter as separate agencies.

The Coast Review "shut up" the California Farmers, which had been praised by Commissioner Foard, who afterward was given a position with that mutual.

The Sacramento county hospital was insured in the bust California Farmers' Mutual. Great uproar.

A. S. Barney of San Rafael met the competition of the California Farmers' Mutual with a letter from the secretary wherein that official offered to write frame ranges for him. This proved that it was not an exclusively farmers' company, with no conflagration hazard as claimed.

Fireman's Fund Insurance Company

Concluded

Alpheus Bull, a personal friend of Starr King, was for a time vice president. While walking along the seawall near Ft. Scott Mr. Bull accidentally fell upon the rocks below, and was killed.

Stephen D. Ives was appointed general agent in 1891.

Louis Weinmann, sole agent for the company at Benicia for ten years, 1878-1888, and later its special agent, was the company's assistant secretary and then secretary for many years.

Harry Mendell was a special agent and then an assistant secretary for a number of years.

In 1914 Mr. Dutton resigned the presidency and was succeeded by Mr. Faymonville, and Mr. Levison was made vice president. William Sexton, past 80, who for many years had been the company's general adjuster, resigned, and was succeeded by Charles R. Thompson, who had been with the company for eleven years.

In 1917 Vice President Levison was elected president of the company. Under his management the company has been gaining in assets and premiums.

The Fireman's Fund, organized in 1863, was forty-three years old when San Francisco was burned in 1906.

H. P. Blanchard was elected secretary in 1918.

John Marshall Jr., of the Western department, was elected vice president of the company in the latter part of 1919 and assumed the duties of the position in January, 1920.

The Fireman's Fund has paid conflagration losses as follows:

Virginia City, Nev.,	1871 . . .	\$ 126,000
Chicago, Ill.,	1871 . . .	529,346
Boston, Mass.,	1872 . .	158,000
Baltimore, Md.,	1894 . . .	240,000
San Francisco, Cal.,	1906 . . .	11,000,000

There is an Eastern department at Boston, with A. K. Simpson manager; a Western department at Chicago, with W. A. Chapman manager; a Southern department at Atlanta, with Edgar T. Gentry manager; an Atlantic marine department at New York, with F. H. & C. R. Osborn managers; and an European marine agency at London, with Joseph Hadley agent.

The present officers are: J. B. Levison, president; John Marshall Jr., vice president; Thomas M. Gardiner, treasurer; H. P. Blanchard, secretary; A. W. Follansbee Jr., marine secretary; John S. French, assistant secretary; C. C. Wright, assistant secretary; Frank G. White, assistant secretary.

1918

An English broker wrote to his insurance paper, complaining that "a large fire office grants a man an agency for a 5-shilling pre-

mium." It is not so bad as that on this Coast—not yet.

Standard Forms Bureau

This San Francisco fire underwriters' bureau, which has simplified and cheapened forms, was organized in 1916. H. L. A. Bates, an experienced office and field man, was appointed secretary.

Gone

The Continental Life of Salt Lake is now the Continental Life of Kansas City, Mo., being absorbed with the Globe Life of Salina, Kan., by the Pioneer Life of the Missouri city.

Miscellaneous

To recover against the owner of an automobile for injuries through the negligent operation of the car by the owner's son, unaccompanied by his father, plaintiff must prove that the son was acting as the servant of his father, and was not merely out on a "joy ride" of his own.—*Weiner v. Mairs*, 125 N. E. 149.

Policy insuring against "loss and expense by reason of claims made upon the assured" by reason of injury due to ownership maintenance and use of a delivery automobile is unambiguous and limits the liability of insurer to accidents which happen while automobile is being used in the firm business of insured partners, and there can be no recovery against insurer for loss due to operation of automobile by another firm composed of insured partners and another.—*Hartigan v. Casualty Co. of America*, 124 N. E. 789, 227 N. Y. 175.

TRICKING BROKERS

Where land was not sold to procured purchaser by brokers' principal, but was sold to third party and by third party to procured purchaser, brokers cannot recover commission without showing that brokers' principal, after having actually sold land to procured purchasers, fraudulently conveyed it to third party as a mere blind to deprive brokers of their commission.—*Lorton v. Trail*, 216 S. W. 54.

INVESTMENTS

Farm (ranch) lands in California are advancing in price, except the wine vineyards, which are now worth only one-tenth of their value before the war.

Soil favorable to potato culture is not so plentiful as some investors imagine. Japanese farmers pay as high as \$100 an acre rent for good potato land.

Alfalfa land, ditch irrigated or with water near the surface, is a sound investment and good security for a loan.

Lumber continues up grade. It is probable that there will be little or no decline for several years; and rents will correspond to lumber prices as well as to increased taxes and high wages.

Government 4 $\frac{1}{4}$ war bonds now average only 91, a decline.

San Francisco municipal bonds continue unsalable. The municipal carlines are admittedly losing thousands of dollars yearly. The actual loss is far greater and it must be paid in additional taxes—and rents. The union carmen demand \$6 for an 8-hour day steady job. We hear that the Seattle municipal carlines also are losing considerable money—the people's money.

This is a good time to buy country lands. Prices are rising; with good judgment, money should be made, especially on land that can be irrigated. Food prices will doubtless remain up.

CONSCRIPTING CAPITAL

We read that Germany and Italy are preparing to conscript capital, a large fraction now and more later, to pay war debts. There are also reports that France and England are considering similar madness.

Russian madmen have been seizing capital but not to pay war debts.

Can anything by government be more unwise than to thus destroy the means of creating wealth?

Let us not flatter ourselves that our governments are any wiser, any juster; for by their inheritance taxes, the nation first grabbing large and increasing percentages and the state then grabbing large percentages of the remaining estates, the states individually and the states collectively destroy millions of capital yearly to feed parasites.

WESTERN PACIFIC

This railroad has been treated unfairly by the Railway Administration. At the beginning of our entrance into the world war the W. P. had plans and funds to build a branch to San Jose, but permission was denied. Freight which was naturally tributary, as at Oroville, has been diverted miles out of the way, to another road with a much higher mountain grade. Funds due it from the government, as promised, have been withheld, and the stockholders' small dividend has been reduced one-third. Unfriendly rival interests appear to have been at work.

The affairs of the road are otherwise very satisfactory. As soon as returned to the owners, needed feeders will be

built. The Denver & Rio Grande may be acquired under judgment.

PUBLIC UTILITIES

We have before cautioned investors against too much confidence in the securities of public utilities, especially traction stocks and bonds. Politicians seem resolved to provide places for themselves and friends by the public ownership of the street car lines; and the easiest way to acquire the roads is to bankrupt their owners. High taxation, unfair competition, refusal to allow fare advances despite higher operation expenses, political control by labor unions, all work especially against traction stocks and bonds, and in a lesser degree against all public utilities. Many investors years ago placed such securities on their "don't buy" lists. American governments seem to grow less efficient, less economical, less honest every year; and among the penalties is an increasing cost of living.

Coast Review Supplement

A revised issue of our annual Coast Fire Supplement was issued last month. New totals. If you wish a copy (and did not receive one) let us know.

A Square Deal to All

A subscriber writes: "The Coast Review has a record throughout the United States of playing the game fair and no one can ever say but that you have always given every insurance company a square deal."

At a banquet at which federal officials and army officers were present it was asserted that shortly before the battle of Argonne the Allies had concluded to give up Paris to the Germans rather than have it bombarded and sacrifice lives in its defense. The French government was to be removed, but the Allied and American armies were to continue attacking the enemy and wear him out. But the sudden and continued advance of the American army changed that plan and disclosed the coming collapse of Germany.

Are Street Railways a Real Public Utility

From an Address by Gen. Guy Eastman Tripp, at the Recent Meeting of the Association of Life Insurance Presidents.

The subject upon which you have asked me to address you is without a doubt a depressing one to a gathering of men with financial responsibilities, because such men can have no pleasure in contemplating the depreciation of property. That the values of electric street railway securities have depreciated, and depreciated to a greater extent than any other public utility, is a matter of common knowledge. American life insurance companies have invested millions of their policyholders' money in these enterprises, and they undoubtedly find added to their natural regret for money losses a sense of their responsibilities as trustees.

A trustee's first thought, upon being confronted with such a situation, has to do with the degree of judgment exercised when the investment was made, both as to the soundness of it and the amount of it relative to his total capital.

In this case the amount is considerable. Twenty-six American life companies with assets of \$5,262,818,894, equal to over 78% of the assets of all American life insurance companies, have invested in public service securities \$237,346,223, of which \$116,592,670 represents street and interurban railroad investments. If it is assumed that the remaining 22% of the assets of the companies carries the same proportion of investment, then the amount of policyholders' money invested in street and interurban railroad securities is \$160,000,000.

With respect to the judgment used in making this investment the facts are all favorable. From the beginning to the present time street railroads have had all the fundamentals of a sound investment. They furnish now and always have furnished an

indispensable service to our urban population.

The very existence of modern community life depends upon this form of transportation, and, after water and sewerage, it is the most important public utility. Without means of transportation there could be no great department stores, no great institutions of any character which require a daily concentration of a large number of employees and customers.

In short, if our urban communities have made for the wealth, comfort and culture of this country, then an investment in street railway transportation is in one of the corner-stones of the structure; and, if the investment is in danger, it is not because of poor financial judgment.

When I say that the electric railways are indispensable, I have intimated that, such being the case, the investment in them should be regarded as one entitled to all the protection which the law gives to all property; but the question is nevertheless still open for the discussion of its relations to the public in all its phases, which furnishes a field for the exploitation of fanciful social theories and tainted politics, all of which cannot fail to react upon values.

But this is not all nor perhaps the most important feature of the processes of readjustment which are now going on in the affairs of these transportation utilities. The capacity of the people of the United States to deal with the complex problems presented by our modern economic structure is being put to the test, and upon the way in which this particular question of electric railways is decided will depend, in a large measure, the treatment that will be accorded to all industry and to all business.

It was, then, evident to our committee that to save it from collapse in which the public interest would also suffer, the use of private capital and private enterprise in this public utility industry must be continued. Our further duty then, was to determine upon what terms private capital and private enterprise could be attracted at the least cost to the public. I say "attracted" ad-

visedly, because a continuous flow of new capital into public utilities is essential, if they are to perform their functions properly, provide service and care for the expansion, progress and growth of communities.

At the present time the credit of the railways is non-existent. The reason is apparent. More than a sixth of the total electric railway mileage of the country is in the hands of receivers. A very large additional number of companies are on the verge of bankruptcy, some of them kept from this fate only by the financial strength of the much criticised "holding" companies. The prosperous electric railways of the United States, if there be such, are so few as to be negligible. Alone of the important industries of the Nation, the electric railway industry nearly suffered annihilation through conditions caused by the war, and back of all these facts, is the further and by all means the most important fact that the industry, by reason of restrictions in statute law, in ordinances and in franchises, is unable to take measures to save itself from the fate which events show to be imminent.

The restoration of credit is fundamental to the continuance of private capital and private enterprise in the public service, and the main task that confronts the country, in so far as electric railways are concerned, is the restoration and the future preservation of that credit.

Life

Kingsport, Tenn., has adopted what has been called "Standardized Community Insurance." Under this plan, every employee, man and woman, working in the industries of that city is covered with Metropolitan Group Life, Health and Accident Insurance. So far as is known, Kingsport is the first city in the country to adopt this as a community undertaking.

Bureau of War Risks sends (to the companies) postcard to be signed by agents: "I desire to enlist as a volunteer in a 'keep-up-your-policy' campaign among discharged soldiers and sailors," etc.

Legal Status of Renewal Commission

From The Policy-Holder, Manchester

The legal status of the renewal commission under the usual agency appointment, is a question of first rate importance to insurance agents. But despite its importance it is one about which much contrariety of opinion exists. The question is one which neither the life companies nor the agents have really tested, and about which the attitude and outlook of insurance companies differ. On the one hand some companies assume that by terminating an agency appointment they terminate the payment of renewal commission. On the other hand, other companies are prepared to guarantee the payment of renewal commission during the life-time of the policy; that is, for as long as the renewal premiums are paid by the assured. But theory and practice do not seem to go hand in hand. What generally happens in practice is that the company pays the renewal commission to the agent for as long as the premiums are paid by the assured, with the mental reservation on the part of the company that the payment of renewal commission is an act of grace and may be terminated at any time by the cancellation of the agency appointment.

The recent experience of a certain insurance agent is of much interest in regard to the point now raised. This agent received an indication from a certain life company that his renewal income, payable by that office to him, might be canceled in the immediate future. He thereupon consulted two experienced counsel, representing two different branches of the law—common law and chancery. The first counsel confidently advised that the renewal commission was part of the original remuneration, and hence was merely deferred payment to the agent and could not be canceled by the company. The second counsel agreed with the first, but added that, in his opinion, in the event of the death of the agent, even the executors of the agent would have a good claim to payment of renewal commission.

Another agent, who happened to be acquainted with one of the foremost legal authorities in England, who occupies a great

public office, was told not to be anxious about his claim to renewal commission, which he said was a good claim. The opinion of these lawyers was that an insurance company had, of course, the right to terminate an agency appointment and thus disqualify an agent from doing further new business for the company. But this did not terminate the right of the agent to receive renewal commission from business that had already been put on the books of the company by him. They also all entertained the view that renewal commission is a deferred portion of the original remuneration. In other words the bargain as between company and agent is that the procuration of a policy entitles the agent to a specified sum paid at once, and to a payment of a further sum year by year for as long as the policyholder continues to pay the premium to the company. It was implied in all these legal opinions that the agent (or executors of the agent) would make satisfactory arrangements for the care and collection of the renewal premiums.

No Binding Receipt

This policyholder was insured for \$3,000, in the Albuquerque agency, and in July of this year he applied for \$5,000 additional. He was 28 years old. Unfortunately he would not make premium settlement when he signed the application. He died of peritonitis before the policy could be issued. A man needs life insurance just as much between the moment of signing the application and that of delivery of the policy as he does after the delivery of the policy. He has no grace period of exemption from danger before the delivery of the policy. Every consideration, both on the side of the insured and his beneficiary and on the side of the agent and the company, should cause our representatives to press for premium settlement when the applicant's signature is given.—Mutual Life Points.

New life insurance written is gaining in amount but not in purchasing power. Considering what the maturing insurance will buy, less new business is written now than before the war.

RIOTOUS CONDUCT

In Berkeley, Cal., at 2716 Alcatraz ave., two union men appeared at the door and told Mrs. S. that they would blow up her house if she failed immediately to induce her husband to cease work as a non-union mechanic.

Criminal syndicalism laws are checking I. W. W. activities and rioting.

The big steel strike and the coal strike in the East were failures; the traction, shipworkers' and longshoremen's strikes in California were failures, and there is little riotous conduct in any of the cities. The conservative longshoremen at San Francisco, disgusted with their radical leaders, formed a new union and put conservative men in authority.

The Chicago Federation of Labor unanimously passed a resolution characterizing the recent state and federal raids on radicals as "a gigantic plot to overthrow organized labor in the United States."

REAL ESTATE

It is announced that government will examine the "confidential" reports of landlords' income and expose the profiteers—and its own ears. Landlords are like other folks, who advance prices with taxes, labor and materials. The values of houses and other buildings, and the costs of repairs, and expenditures for full insurance cover, have nearly doubled, and taxes have increased about 30 percent. Why shouldn't rents increase?

The Landlord Responsible for Personal Damages

Courts have ruled that where a landlord has contracted to supply heat regularly and fails to do so he is liable for damages.

This seems to imply that he is liable for losses incurred because of sickness and death attributable to his failure to supply heat as agreed.

Can't Buy Any More With It

Silver is a wonder, thanks to the people of India and China, who have no use for paper money and are exporting goods.

Silver is now worth more as bullion than as money, but it will not buy any more than when it was worth only 54 cents an ounce.

Silver is therefore not worth as much as before the war in Europe, not buying as much food or clothes or luxuries.

This is the reason the production of silver is declining.

More mines cannot pay increased wages and other expenses.

Our correspondent at Washington was right when in November he wrote us that the "war measure" adopted in July last would not be lifted before January 20. Now he writes that men with "Wein" or "Beer" or "Gin" or "Port" or "Sherry" or "Rum" or "Brandy" or "Bitters" or "Kimmel" or "Champagne" or "Hock" or "Bock" in their name will be urged to change the objectionable name or the spelling so that the seductive drinks now prohibited may not be recalled. Pronunciation or spelling of similar words will be officially changed. Offending words and definitions will be censored from dictionaries. The final "e" will be dropped from "genuine" as many people pronounce it in the old-fashioned way. The word "wine" for any advertised drink is to be taboo. This must be a joke.

A very successful fliver-maker is paying double wages and large bonuses. Would it not be more just if this friend of the poor were to reduce the price of his cars, which are bought almost solely by poor people?

Pacific Department of the Connecticut Fire

President Edw. Milligan of the Connecticut Fire Ins. Co. announces that until a permanent arrangement shall have been effected, the affairs of the Pacific department will be conducted by Assistant Manager F. S. Dick.

Death of Frank Sperling

Early last week Frank Sperling, a well known San Francisco life insurance writer, passed away. His widow and four children survive him.

Mr. Sperling, some years ago, was the successful general agent of the Home Life. He resigned this position and later joined the Equitable Life field staff. He could present life insurance attractively and convincingly, and wrote insurance on the lives of leading men of business. In the week before his death Mr. Sperling wrote a \$100,000 application, got the signature, passed the applicant through the medical department, and closed the deal with the personal check of one of our foremost citizens.

How Long Will It Stay?

The New York Life Insurance Company was elected to membership in the Association of Life Insurance Presidents at the regular meeting of the association's executive committee on Friday, January ninth. This action was taken by unanimous vote.

This company withdrew from the association some time ago.

MEMBERSHIP

The membership of the association now totals 42 companies, holding 86 percent of the assets of American life insurance companies. The number of policies in force in the association companies is about 90 percent of the total in force in all American companies.

Elmer E. Rittenhouse, once a very active state insurance official for Colorado, died recently, from blood-poisoning, following the removal of infected teeth. Life com-

panies that he refused to admit to or forced to withdraw from Colorado are still in existence, while the company of which he later became president, the Provident Savings, was soon forced to reinsure.

Items

A comparison between Australian Mutual Provident (ordinary N. Z. dept.) and New Zealand Government Ins. Dept., organized in 1871 and 1870 respectively, is much to the credit of the mutual company. Excluding taxes, the expense ratio of the mutual is 7.3 percent and that of the state insurance department is 10.4 percent. Ratio of expense management (including taxes) is 11.2 for the mutual company and 14.8 percent for the state company or department, of the total income. Both have about equal number of policies in force.

The Manhattan Life has reduced its realty holdings about a half a million. Among pieces of realty sold was its eight-story building in Philadelphia.

Los Angeles.—Arthur D. Bond, agent for the St. Paul F. & M., attended the annual meeting of the Fire Underwriters Association at San Francisco.

Died.—Philip Frederick Mohrhardt, an employee of the Board of Fire Underwriters of the Pacific, died on January 11, in his 86th year. He was the father of Secretary Edward F. Mohrhardt, and had been in good health until recently.

Special agents of the Benj. Goodman office attended the annual meeting of the Fire Underwriters' Association of the Pacific as follows:

R. DeLappe of San Francisco.
Geo. T. Gray of Berkeley, Cal.
W. F. Zwick of Seattle, Wash.
W. A. Frazier of Spokane, Wash.
Fred. Tebben of Portland, Oregon.
L. L. Dibble of Boise, Idaho.
Asa N. Bushnell of Great Falls, Montana.
Paul G. Keeler of Los Angeles, Cal.
Earl R. Holland of Los Angeles, Cal.
John L. Whelen of Fresno, Cal.
Geo. W. Madison of Berkeley, Cal.
Albert G. Motsch of San Francisco.

CHIPS

—

—Calendar. — Edward Brown & Sons present their friends with a quick service daily reminder desk calendar. Carefully counting, we find there are 366 days this year.

—Last month in Illinois a man named Stair fell on a stair and the shock caused his death a few days later. He was nearing his 99th birthday.

—Uncle Sam is beginning a war on auto thieves. But you had better carry insurance as usual. Uncle has been warring on opium smugglers and mountaintop makers for about 130 years.

—There was an exhibition of a new fire extinguishing substance in San Francisco. Piles of boxes were carefully oiled and then fired, and the new smotherer was then "fired" from an extinguisher onto the blazing mass. The blaze was smothered instantly. One underwriter said: "Good work; but I wonder if my cleaning bill wouldn't equal my otherwise total loss." The patent stuff leaves a brown past over the salvage.

—Calendar. — M. Thompson & Co., San Francisco brokers, present a beautiful calendar and picture in colors, of a three-master near a rockbound coast. It is from the original painting by W. A. Coulter. The anchors are out, the sails are reefed, the waves are running high, "Under the Lee of the Cross."

—The Palatine of London, represented by C. J. Holman, has \$1,000,000 capital and \$3,000,000 premium income.

—The Peoria Life, in a town of 70,000, has built a 16-story home office, with a seventeen-window on the level front. Crazy? Such investments easily wreck small life companies, especially when the state insurance commissioner is unfriendly.

—Received. — Proceedings of the 13th Annual Meeting of Association of Life Insurance Presidents. A book 194 pages, the story of a grandly successful meeting, with addresses by wise and conning men.

—London. — It is rumored that the London Assurance will absorb the Vulcan Boiler & General.

—New York. — Fred S. James has resigned the management of the Western department of the National.

—National Surety's capital is being increased to \$5,000,000.

—The Sun of London, represented by Carl Henry, will soon enter its 211th year.

—INVENTORY—IRON SAFE. — Where insured produced a memorandum of an inventory taken in July before the policies were issued, and a complete inventory taken in the following January, together with record of transactions occurring thereafter, held that the fact that the earlier inventory was burned, and so was not produced, would not defeat recovery, despite the requirements of the policy as to taking an inventory and keeping it in an iron safe.—*Westchester Fire Ins. Co. v. Biggs*, 216 S. W. 274.

—Business generally is as much of a gamble and as full of uncertainties as fire insurance, with great rewards and losses but with an average moderate profit.

—Look not upon the ketchup bottle when it is scarlet red; for it is adulterated.

—The Pacific Coast branch of the Atlas has at the service of its friends a fine pocket-diary-calendar-handy knowledge book.

—Francis J. H. Manning, special agent for the Commercial Union and Palatine for many years, died on January 18, in Oakland, of "double pneumonia." Deceased is survived by widow and a sister.

—Manager W. W. Alverson has appointed Edwin Pendrey special agent, with jurisdiction over Montana and headquarters at Helena. Mr. Pendrey for several years has been examiner in the office for the Northwest field.

—Special agents are reminded that this journal has Wm. Sexton's 50 Years "Fire Insurance" for sale. This is the only book he wanted published. Kindly recommend it to all clever local agents.

FIRE AMERICANIZATION MOVEMENT

The National Board of Fire Underwriters has begun to mobilize the fire insurance agents of the country to fight disloyalty and to aid the government in the suppression of the Reds and other menacing un-American organizations. An association has been formed with the title of Fire Americanization Movement.

President Elbridge G. Snow announces elsewhere that the Home and the Franklin Fire heartily endorse this movement and earnestly recommend to all American fire agents, and especially to their own agents, that they give this worthy movement their unqualified support.

Fire underwriters were the first to tender their organized help in the work of winning the war, and now they are the first to tender the government their organized aid in the suppression of the forces of anarchy and bolshevism.

Agents merely commit themselves to the support of American principles and ideals, as opportunity may offer.

As President Buswell says,

"The forces of construction must go to war with the forces of destruction and must master them before the danger has been allowed to spread further."

New York Casualty, Etc., Report

Companies reporting, 78, a gain of 4.

Capital stock, \$49,300,000, a gain of \$1,150,000.

Premiums, \$276,759,102, a gain of \$55,000,000; claims paid, \$97,148,834.

Retired companies, 54.

Retired credit, title, etc., companies, 9.

Retired mutual liability companies, 6.

This is a book of about 500 pages, by the New York State Insurance Report, June 5. Phillips, Superintendent. Covers calendar year 1918.

Losses to earned premiums appears to have been 43 percent and expenses 46 to earned premiums, leaving a good profit.

Danville, Va., had an \$700,000 fire on January 3, starting in a department store.

Brokers' Exchange Loses

The Insurance Brokers Exchange of New York objected to the Automobile Association entering the insurance business. The latter then sued the former for \$250,000 alleged damages and was awarded \$100,000, for keeping the association out of business.

Old Coast Reviews for Sale

Young insurance men who hope to have a library should begin with old Coast Reviews. A retired subscriber has 12 volumes beginning with 1877.

Consider this sole chance. Write to Coast Review for particulars.

Coast Review Index

We have printed an Index of 1919 Contents. If you bind the magazine, send for this index.

1919 New Life Business

The volume of new American life business increased in 1919; but it does not appear that the present purchasing power of new business, or of death claims paid, has increased at all for several years.

Much of the new business is partnership and group, neither of which increases in any notable degree the amount of family protection. Group policies are good advertising but the insured rarely continues them at his own expense.

True life insurance is family protection plus banking (legal reserve), on the lives of men in moderate circumstances.

Has this legal reserve kind increased in proportion to population increase? Has it increased at all? Of course there is no answer; but fraternal life insurance is increasing, and it reaches only people in moderate circumstances.

James W. Going is going to move from Chicago to San Francisco. He has been one of a firm of reciprocal managers.

There is now another epidemic of influenza in this country. Previous and present victims seem peculiarly susceptible to pneumonia.

SELLING LIFE INSURANCE

When a prospect is inquisitive about the "net cost" and the "dividends" you may know that he has been canvassed and has the ——— company's dividend percentages. You feel that you are up against it.

What are you going to say?

You must not look serious. Have your statement or argument pat and ready.

The dividends of the past will never be equaled in the future.

Nobody, no company knows what dividends will be paid in the future.

Does the ——— company guarantee to pay those dividends in the future? No.

Companies that are paying "deferred dividends," accumulations of unpaid dividends, make a display of them.

Companies that get business by dividend comparisons may be unable to get business by litigation comparisons or by liberal policy conditions.

Any company that has illiberal policies and frequently fights death claims on technical grounds, or violates the spirit of the contract by adhering too strictly to the letter of the contract, can and does pay good dividends to policyholders, and writes more business thereby than it loses by illiberal treatment of policyholders. Few hear of the latter.

FORFEITURES

Courts are adverse to forfeitures, and seek a construction of a forfeiture clause in a policy which will sustain it, even though a construction which will defeat it is reasonably deducible from the terms or words used to express it.—108 A. 153.

To Write Cars as Sold, Hints the Maker

The Ford company is asking for insurance on 1920 cars as they are sold. Big companies turned down the proposition. Now the co-operation of the National Association of Locals is sought.

Two or three big companies are asked to write the whole business, and pay only a small commission to agents. Other companies and agents may go to.

Ford says that otherwise he will start an insurance company and insure the cars and collect the premiums and pay the losses.

Insurance agents must resist this insidious proposition, in self defense, and employ every weapon of organization.

N. Y. Report on Workmen's Compensation

16th Annual Report of the Supt. of Insurance of New York analyzes New York state experience with workmen's compensation business in 1914-18.

Loss ratio averaged 59.83 percent; expense ratio, 32.26. Several companies lost money on this class.

Large writers, for several years, appear to have had a 50-50 experience, premiums earned about equaling (or exceeding) losses and expenses incurred.

Bail Reduced—Violetta Potter Kruttschnitt, divorcee of son of railway magnate, has had her bail reduced from \$2,500 to \$500, by Judge Griffin, San Francisco. Case previously mentioned; charge, making false proofs.

How much of the regular and irregular taxes you pay finally reaches the government?

Your old house is worth twice as much as a few years back. You are probably underinsured.

Great American Capital Increased

It is assumed that on February 2 the Great American of New York will receive from its stockholders authority to double its capital, making it \$10,000,000. This company is represented in this field by George H. Tyson, general agent.

This additional capital will make this great American company one of the leading insurance companies of the world. No greater capital has been contributed by stockholders for the protection of its policyholders by any company in this country.

Many leading American insurance companies are now preparing to operate over the entire world for both fire and marine business, and the stronger concerns are strengthening their finances to meet new conditions so their contracts will be second to none. Leading banking institutions are opening branches in various parts of the world now that America is to be the world financial center, and the larger American insurance companies are promptly following suit to do their share. Several foreign branches are already in operation and more will follow early in the new year.

Isaacs Loses

This Coast has no need of "underwriters' salvage shops." We have a mild climate, for one thing, and goods taken over require no expert care. If necessary, bona fide sales of stocks taken from unreasonable or dishonest claimants can be best made by the interested insurers.

D. Isaacs from Chicago said this Coast needed a salvage shop and he opened one on Market street, San Francisco. It is not there. He had also one in the North. We are assured it is not there either.

Some five years ago sensational charges were made against Isaacs. Several companies turned over to one of his salvage shops a large amount of merchandise taken over the terms of the policy.

Isaacs sold the goods promptly if not satisfactorily. He turned over a small amount to the insurers but they said it should have been some \$50,000.

Suit was begun by the insurers in a feder-

al court, but appealed from on adverse decision to the district court of appeals, which held that Isaacs had committed a fraud when he disposed of the salvage.

Judgment for \$34,000 has been entered against Isaacs in favor of the plaintiff companies.

\$350,000,000 Fire Loss.

Last year's American fire losses cannot be approximately estimated until the insurers file the figures of losses paid. If they total \$250,000,000 it is safe to say the property loss was \$350,000,000 with 30 per cent uninsured.

Automobile Insurance

The Fireman's Fund was the first large company to underwrite automobile risks, entering the field at that time with the serious intention of making good. The record of the company when it did the largest volume of automobile business of any fire company in the United States justifies the well directed efforts of its officers.

The Fireman's Fund was the first company with a nation-wide agency plant to indulge in the automobile business on a large scale, although as early as 1905 there were two other companies—one in Boston and another in New York—writing a limited amount of automobile insurance through their marine departments.—Secretary C. C. Wright.

Automobile Conference

This organization now functions as a Board of Fire Underwriters annex. Which will be a good thing for all concerned.

—Insurance companies please take notice that the University of California now has classes in advertising and ad writing, at 1337 Sutter street, San Francisco.

—What become of the Christmas Tree fire?

—Two rival hardware stores in the same building in Chicago. Much bitterness. Apartment house upstairs. Fire loss \$100,000.

—Compensation Decisions on page 57.

CHIPS

—Life.—The Western States Life has moved into its skyscraper, out on Market street, San Francisco. This after-fire building has not heretofore "paid," we have heard. The new owner will have to collect a gross income of some \$5,000 a floor or more, or say \$6,000 a month, to make a fair net profit. The article on page 37, separate from its better half, refers to this company as a stockholders' investment.

—London.—There are rumors here of still another large merger, an overshadowing one, possibly.

—Raising umbrellas seems a lost art in California.

—Charles J. Holman, president of the California Ins. Co., is visiting the Southern states, in the interest of his companies.

—Hartford.—H. J. Houghe, assistant secretary of the U. S. branch of the Scottish Union & National, has resigned. Mr. Houghe was in San Francisco right after the great fire.

—This year's meeting of the F.U.A.P. (which abbreviation everybody understands except the members) was a very good one. Papers were thoughtful and practical, but was it quite right to applaud only when the speaker quit talking? Every year's meeting brings new faces into the assembly room, and the older members lament the absence of long familiar faces. There are not so many gray heads now. The pioneers are dropping out.

—The great merger of the Liverpool & London & Globe with the Royal has been officially consummated by vote of the shareholders. The capital of the Royal will now be doubled.

—The North Empire Fire of Canada has been absorbed by a British accident company looking for fire connections.

—Industrial Strike.—Half of the 4,000 agents of the Pearl Assurance Co., England, recently went out on strike for a minimum wage of \$15 a week and for 25 percent on the weekly collections. Present earnings are said to average only \$10 a week.

—Policy insuring against "loss and expense by reason of claims made upon the assured" by reason of injury due to ownership maintenance and use of a delivery automobile is unambiguous and limits the liability of insurer to accidents which happen while automobile is being used in the firm business of insured partners, and there can be no recovery against insurer for loss due to operation of automobile by another firm composed of insured partners and another.

—Hartigan v. Casualty Co. of America, 124 N. E. 789, 227 N. Y. 175.

—Life.—"Press for Premium Settlement." Thus the Mutual Life in "Points" on page 45, asking agents to urge payment of premium when the applicant's signature is given, in order to bind the company before delivery of the policy. Well, that is what an applicant for insurance in the New York Life did but the company's agent failed to deliver the policy. It was the agent's fault and therefore the company's fault. The applicant died, beneficiary sued, company defended, and a federal judge ruled that as the paid-for policy was not delivered there was no contract. See page 36.

—Big Burglary.—Safe deposit vaults in small towns afford little security from burglar raids. At Byron, Cal., burglars looted a bank and two-thirds of the safe deposit boxes. Of \$40,000 taken, the greater part was in Liberty bonds. The robbers brought a 150-gal. tank of acetylene gas and burned into the deposit vault and boxes. The town watchman heard and saw nothing.

—Received.—"Fees and Taxes Charged N. Y. Companies," by other states issued by the New York state insurance superintendent.

—Alaska makes its insurance agents pay an annual license of \$25, whether he has one company or ten.

—A fashionable restaurant in San Francisco advertises a \$2 dinner — as one grapefruit, one soup, one sole, one slice of lamb, one piece of apple pie. In Paris one can get a good five-course dinner and a bottle of red (censored) for \$1.

REAL ESTATE**BROKERS**

Where the owner of land wrote realty brokers that he and the other owners would sell for \$600,000, but that the letter did not constitute either an option or an agency, merely a statement of the existing situation, the brokers were not entitled to recover from the owners on the theory that they had procured a purchaser, who had fraudulently combined with the owners to deprive the brokers of commission.—Ewing v. Bond, 152 S. W. 934.

BELONGS TO LANDLORD

As between landlord and tenant, manure produced upon the premises is the property of the landlord, in which the tenant has no interest, and for removal or sale of which, without the lessor's consent, the tenant is liable, unless custom or usage of the neighborhood, known to the parties pre-

vious to the agreement, renders the contract otherwise.—Stuart v. Clements, 216 S. W. 136.

A special agent writes that he thinks prospects to become a manager are not so good as formerly, and he invites suggestions as to some more profitable line of work. I suggest that he take a correspondence course and become a doctor or druggist, and earn \$100 a day, which will keep the wolf away.

We hear a siren is "serene."

Tacoma.—We have sensational developments in an inquiry as to drug addicts. The number has increased enormously quite recently, it is asserted. Merchants and others are mentioned but no insurance men. One doctor says "this vice is spreading fast, among men as well as women."

Buffalo.—Two Evening Times buildings burned today, with \$400,000 loss.

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

**Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen**

See for an Agency Contract in California

Managers for Life Department

Managers for Accident Department

KILGARIF & BEAVER.

F. A. STEARNS.

Shreve Building, San Francisco

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

The PASCHALL-JONES CO.

Pacific Mutual Bldg., Los Angeles

Story Bldg., Los Angeles

Paid-for Life Insurance. **\$208,647,520.00**



FOUNDED 1868

Assets

\$45,432,695.61

Capital and Surplus

\$5,039,328.50

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1919) . . . \$14,457,150
NET SURPLUS, . . . 4,660,450



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS, \$2,777,425
SURPLUS TO POLICYHOLDERS, 1,055,529

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

ITEMS

Notwithstanding the law requiring secrecy as to income returns, the ex-secretary "earnestly urges" that a careful examination be made of the income-tax returns of the coal operators, given under a pledge of secrecy.

Any one who knows anything about business and manufacturing knows that there are great losses and great gains, sometimes one succeeding the other; and also that conditions and opportunities may sometime bring big profits to a few and small profits to the many.

Statistics often are misleading but the treasury department has compiled "range"

of profits by coal mine owners, as derived from income reports which the government stands pledged to treat as confidential; but these figures mean nothing but politics until the average is given, and the years of little profits and of losses are included.

Woodland, Cal., for twenty years has had a deaf mute as fireman. He attends every fire. The alarm releases a spring, which pulls the covers off him at night.

Quebec.—Three daughters and a nephew of a dead woman were burned to death when candles about the corpse set fire to draperies and burned the house, near this city.

The "flu" is with us again, but with more pneumonia complications. The fatal proportion is less than a year ago.

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation OF NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency OF NEW YORK

Admit'ed Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over \$16,500,000.00

Losses Paid, Over \$100,000,000.00

Pacific Department :

J. L. FULLER, Manager

FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street
SAN FRANCISCO

Fire Insurance Americanization Movement

To American Fire Insurance Agents

The Home Insurance Company of New York
and the

Franklin Fire Insurance Company of Philadelphia
*heartily endorse the Fire Insurance Americanization
movement of the Committee on Public Relations of the*

NATIONAL BOARD OF FIRE UNDERWRITERS

and earnestly recommend to all American Fire Insurance Agents, and especially their own representatives everywhere, that they give this WORTHY MOVEMENT their Unqualified Support. The present may prove to be an exceptional opportunity for favorable action along the lines indicated.

ELBRIDGE G. SNOW, President

MISCELLANEOUS**INCIDENT OF EMPLOYMENT**

A street car conductor's act in stopping his car in front of his home and going there to order his lunch to be carried to the place allowed for the regular lunch period, is an incident to his employment, and his injury by a car on another track arises out of and in course of the employment, within Workmen's Compensation Act.—*Rainford v. Chicago City Ry. Co.*, 124 N. E. 643.

PARTNERSHIP

Where an insurer, indemnifying a partnership against loss through injuries to servants, did not insist upon treating the contract as at an end, when one of the two partners purchased the interest of the other and ran the business alone, it waived any defense on account of the dissolution of the

partnership.—*Illinois Indemnity Exchange v. Industrial Commission*, 124 N. E. 665.

BRUISE

Where carpenter, hanging doors, bruised the palm of his hand in pressing screw-driver, the bruise resulting in a felon, the injury was the result of an "accident," within Workmen's Compensation Law.—*Woodruff v. Howes Const. Co.*, 178 N. Y. S. 418.

HALF PAY

Where plaintiff, on being advised that his employer would have to put him on half time, replied that he was willing to help by going on half time during the financial stringency and thereafter accepted as his monthly salary one-half of prior salary, he could not recover full pay where times never got any better until the company sold out.—*O'Brien v. L. E. White Lumber Co.*, 185 P. 514.

***Largest Fire, Marine and Miscellaneous
Premium Income—\$53,500,000***

**Strike, Riot, Civil Commotion,
and Explosion Insurance**

***Present Rates Are Trebled in the Event of a General Strike,
Therefore INSURE NOW and Save Money***

**COMMERCIAL UNION ASSURANCE COMPANY
of LONDON**

**PALATINE INSURANCE COMPANY
of LONDON**

Pacific Department 558 Sacramento St., : : San Francisco

CHARLES J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

WESTCHESTER

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

MANAGER

FRED'K S. DICK, Assistant Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$13,224,033 34
Total Liabilities	10,698,313 46
Net Surplus	2,525,719 88
SURPLUS TO POLICYHOLDERS,	\$5,025,719 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

Five persons were killed at Homewood, Ill., when an automobile in which they were riding shortly before nine o'clock in the morning was caught between two fast trains on the Illinois

Central.
Fire destroyed two blocks in the wholesale district of the water front at Tampa, Fla., entailing a loss estimated at from \$370,000 to \$500,000.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655 00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Earthquakes

The predicted quakes "caused by the line up of the planets" on December 17 followed one month later, when the revolving spheres had gone about their business.

Mexico was the first to holler. The quakes came in flocks and are still flying.

The several shakes, continuing, razed some seven towns, depressed areas of land over volcanic hollow areas, created lakes and killed perhaps

all told 3,000 humans or ten times as many as were killed by falling walls in the California earthquake in 1906. Some of the present exaggerations equal those following the latter disturbance. No insurance losses are reported.

Seattle, Vancouver, etc., were rattled yesterday, with 90 seconds of secondary shakes. Brick walls were cracked and windows were broken in Bellingham and Anacortes, Wash.

ARE YOU PLEASED?

IF NOT, SEE

US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA**

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

*Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage*

Assets Represented, . \$39,723,888.62

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

Chas. J. McPhee, 603 Mohawk Block, Spokane, Wash.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$2,192,173.14
Liabilities in United States	1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

A European boycott of American products—except silver—is among the near future probabilities.

Say American fire losses average a million dollars a day and you have come near the truth.

Big city brokers are getting business naturally tributary to the country agents. But what are you going to do about it? Perhaps otherwise the big interests would self-insure.

Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion INSURANCE

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson, San Francisco:—T. B. Clarke,
W. T. Booth, Los Angeles:—Wm. C. Carlyon, Helena:—Edwin Pendrey

TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$500,000 00

Net Surplus, 381,516 72

Surplus to Policyholders, . . 881,516 72

Cash, Bonds and

Secured Loans, 1,201,591 14

Other Assets, 157,642 33

Total Assets, 1,359,233 47

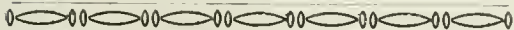
J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER



A silver or paper dollar is worth only what it will buy. Compare the goods with those bought six years ago and you will find the average value, as to food and clothing, is about half. It may soon be less.

Life Policy Buyers Are Invited

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

*of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts*

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?

FIRE

EXPLOSION

AUTOMOBILE

FIRE ASSOCIATION

Of PHILADELPHIA

Cash Assets, - \$13,481,581.02 Surplus to Policyholders, - \$3,599,623.24

Philadelphia Underwriters

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$40,755,189.48 Surplus to Policyholders, - \$13,473,116.40

F. M. AVERY, Manager

Pacific Coast Department: 242 - 244 Sansome St., San Francisco

Supt. of Agents, CHAS. L. BARSOTTI; Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco;
GEO. F. STANIFORD, Los Angeles; SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.

GENERAL

WASHINGTON, D. C.

Here comes a hand-truck pushed by two lusty messengers. It is filled with reddish-brown fibre folders, each having a brilliant red edge. Every one of those folders represents the claim of some man who has suffered a hurt at the hand of the god of war. These folders go into a large room where they are sorted and classified and from which they are dispatched in other trucks to the various sections of the medical division. Each of these folders represents some man in need of treatment or prosthetic apparatus, or some man, who by reason of his injury or disease, is entitled to compensation from the Government.

The sorted cases travel out by trucks to the various sections of the medical division, through which more than 5,000 cases pass every working day, action being had on one case every four seconds.

In one instance it is necessary to rate the degree of disability; in another, to order an artificial arm; in

J A U A R Y

THE COAST REVIEW

INSURANCE AND INVESTMENTS

Entered at San Francisco Post Office in September, 1871, as second-class mail

SUBSCRIPTION \$3 A YEAR; MONTHLY SUMMARY SUPPLEMENTS 60 CENTS A YEAR

Sample Copies Free to any part of U. S., except San Francisco

NO FREE ADVERTISING

another, to pay a bill for the repair of teeth; this patient is to be admitted to a sanatorium; that unfortunate boy whose reason has been rocked by the thundering engines of war must be committed to an institution. Here the mother of an epileptic requires a consoling letter; there some officer in the field must be informed regarding the special needs of some particular case.

There is no law compelling you to send a letter to the Caliph nor to Calif.

Silver coin is probably disappearing here; certainly, elsewhere. Two-dollar bills are becoming plentiful.

Among the large fire losses on this Coast last year was that at Oregon City, Or., with a total of \$200,000. This was like old times.

It was a department store and adjoining buildings, in November, usually a ladylike and harmless month.



THE SPIRIT OF THE WEST IS THE SPIRIT OF WEST COAST SERVICE

“WITHOUT A VISION THE PEOPLE PERISH”

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000
Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HELSER, Vice-President
376 Pine Street, West Coast Building, San Francisco

For Sale at the Coast Review Office Only

“FIRE INSURANCE”

By

Yours truly,
Wm. Sexton

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover, . . . One Dollar
Flexible Cloth Cover, . . . One-Fifty
Red Pegmold Cover, . . . One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,685,000.00



HOME OFFICE, SEATTLE, U.S.A

**A GOOD POLICY
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

Protection to you while
living, and to yours
afterwards

Good Agency Contracts
to Reliable "Live" In-
surance Men.--Write today

Over \$75,000,000

of new business is the record for 1919 of the

BANKERS LIFE COMPANY

Des Moines,

Geo. Kuhns, President

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., LTD.

QUEENSLAND INSURANCE CO., LTD.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

A truly brave man is honest.

The average man is dishonest because he
is a coward.

Poverty makes cowards of us all.

Therefore—

It is to be hoped that the ex-secreary
does not read of the dividends paid by a
few fortunate insurance companies, or he
would demand an immediate reduction of
fire insurance rates.

Nobody is paying debts in gold. There is none in circulation. No long-ger are there any contracts to pay in gold.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI-ANNUAL STATEMENT, JUNE 30, 1919

Assets	\$18,060,538 72
Liabilities	14,718,231 84
Capital	1,000,000 00
Surplus over all liabilities	2,342,306 88
Losses Paid to Dec. 31, 1918	68,667,495 03

THE COMPANY'S LINES

Fidelity — Surety — Accident — Health — Disability — Burglary — Robbery — Larceny — Theft — Plate Glass — Druggists' Liability — Owners' and Tenants' Liability — Employers' Liability — Public Liability — Steam Boiler — Fly Wheel — Workmen's Compensation — Automobile Liability — Property Damage and Collision — Physicians' Liability — Teams' Liability.

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL, Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY & CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS—C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable, "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid; \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

MARINE

Neglect to sound and dredge along pier 36, San Francisco, caused liner Anyo Maru, drawing 29 feet, to stick in the mud.

Entering California; Commerce, Jefferson, Liberty, North Atlantic, Norwegian Atlas.

Marine Loss.—Fire broke out in cargo of Crown of Galicia, off coast of Mexico, ship from Liverpool. Shipment of rugs burned spontaneously.

Government is going out of the hull business.

Great Lakes business is again disappointing.

The Star Fire will write ocean marine risks.

Floating mines are collecting an increasing toll off the western coasts of Europe.

Some of them may go to sea and then we may see a further increase of rates

Stockton, Cal.—River steamer Fay No. 4 burned near here in a strong wind. Stern wheel converted barge, moored at owner's pier.

The new Pacific department of Wilcox, Peck & Hughes, San Francisco, with E. F. Lenihan in charge, will handle all the Oriental business of the firm. Later like offices will be opened in Los Angeles and Portland.

Marine.—The Northwestern National has discontinued its marine department.

Is this nation being Mexicanized?

It appears, on official authority, that this country all through 1919 has been at war with Germany though not a rock was thrown.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:

Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
E. Wash., E. Oregon, Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

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Clerks or News Men

Can Make a Tidy Bit by
Soliciting Subscriptions

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

*This is Cash Work and
a Bonus*

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

Average Revenue per Ton Mile

Roads under the American Railway Administration average revenue per ton mile in the nine months ending September 30, 1919, .967, which is nearly 1 cent. For the year ending June 30, 1915, it was .723. The increase has been 33.8.

The income per passenger mile has

been increased from 1.976 to 2.528, or about 28 percent.

Freight rates and passenger fares have been increased accordingly. Expenses have increased more.

Principles of Insurance Law

A policy must be liberally construed in favor of insured.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS \$4,693,580.00

LIABILITIES IN UNITED STATES 2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company

of GOTHENBURG

Agricultural Insurance Co.

of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.

of NEW YORK, N. Y.

Hamilton Fire Insurance Co.

of NEW YORK, N. Y.

Globe Underwriters Agency

of NEW YORK, N. Y.

Sea Insurance Co. Ltd.

of LIVERPOOL, ENG.

EDWARD BROWN & SONS

GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco
[Babcock Building]

FIRE

HARDWARE, MACHINERY, ETC.

Stockton, Jan. 10.—Early morning fire damaged Yost-Dohrman Co. bldg and hardware and implements stock \$90,000. Spontaneous combustion in excelsior supposed cause.

BLOCK BURNS

Alameda, Cal., Jan. 8.—Fire this afternoon started in the rear of Kellogg stables, 2410 Lincoln av., spread very fast, and finally burned a whole block, threatening all Park avenue, and stopped only against a concrete bank bldg and the brick fire dept. station. One of the two big mains was broken by a dredger and not yet repaired. Loss about \$150,000.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

GEO. ELLIOTT HUNT, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

PROPER NAMES

Cozart, Cozad.

Monday, Sunday, Sonntag, Friday.

Hogg, Hogue, Hoag, Hoge

Cashin, Cation

Arrowsmith, Apple, Antz, Anker,
Asher, Albert, Archer, Ashton, Ash-
man

Bowman, Baggs, Bagge, Bagley,
Back, Backe, Backes, Backer

Lively, Way, Jester, Muckle.

Coe, Hoe, Doe, Noe, Poe, Stowe.

Lett, Litt, Bett.

Laughter, Moment, Much, More,
Wheat.

Birdsong, Harness, East, West,
North, South, Southern, Dear, Player,
Millhouse.

Mead, Meade, Meadows, Medberry.

WEATHER NAMES

Fall, Summer, Winter, Spring,
Weatherby, Weatherford.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1919.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	9,609,646.00
Liabilities - - - - -	7,214,228.11
Net Surplus, - - -	2,395,417.89
Surplus for Policyholders	3,395,417.89

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

"Mother," said Helen, "when I grow up will I have a husband like papa?"

"Yes, I suppose so," answered the mother.

"Mother," said Helen after a pause, "when I grow up, if I don't marry, will I be an old maid like Aunt Gertrude?"

"Why, yes, I suppose so," repeated the mother. But what queer questions for a little girl to ask."

"Mother," after another pause, "this is a very hard world for us women, isn't it?"

Chico, Cal., volunteer fire department has disbanded, and is replaced by a paid department.

FIRE WAS ONCE SACRED

—

**It Was Child of the Sun, and Its Keepers
Were Vestal Virgins**

Ancient fire worship was probably a form or outgrowth of sun worship. Today in India there are fireworshippers, intelligent and high class, the Parsees (from Persia, whence they came).

Religion and faith are expressed in fiery terms because most of our ancestors were fire worshippers.

The tradition has outlived paganism, has come into Christianity itself, and remains most plainly evident in the language we use when talking of religion.

In Lithuania family councils are held only in front of the hearth. All important gatherings are connected with the fireplace. The fire is never allowed to die out. It is the duty of the oldest woman in the family to tend to the fire, to cover it with ashes at night and to revive it in the morning.

Why the oldest woman rather than the oldest man? Because in pagan days the attendants of the sacred fires were always women, the vestal virgins, whose lives were devoted to that one task.

When we speak of the fires of faith, therefore, or of the torch of religion, we are harking back to the ancient days, the days when fire was faith and religion a torch.

—

In our own country there formerly was and may still be in country districts a superstitious dislike to give a coal of fire to rekindle a neighbor's fire which through neglect had gone

out. It might bring bad luck. So thought our ancestors, who feared to thus affront the gods of fire whose worship had been neglected by women whose duty it was to keep the fire always alive.

In Jerusalem today fanatics come from afar to light a torch from a flame descending on the sacred altar, and carry back to their homes this flame from above and relight their home fires and lamps.

The word fire appears to be derived from the sounds made by burning wood or sputtering gas and vapor, as fuh and puh.

Pyre, Latin pyra, and a Greek similar, are variants.

—

The goddess Vesta of the Latins had a sacred and perpetual fire which was watched by twelve virgins (Vestals). One of the virgins bore twins by Mars, namely Romulus and Remus. Like Cain, Romulus slew his brother Remus.

FIRE

LOFT

New York city has many loft buildings, on which life companies lend money. Before the war many of these buildings were to let, partly because of shifting business centers. Occupancies largely factories. Last month fire started on West 18th in a coat-pad factory loft. Loss about \$200,000.

CASUALTY

The Hartford Accident & Indemnity will increase its capital to \$1,000,000.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

JANUARY

A Useful Publication

In its 49th year

THEY TRY IT ON CALIFORNIA

Formerly the people of California were notably conservative, matter of fact, and needing no "blue sky" laws. They are still conservative outside of two sections and the legislature; but a lamentably large element of weaklings, who have fled cold weather and cyclones and lightning, are vegetating within the state's borders and cultivating all the cults ever heard of.

They generally are partial to long hair for men and short hair for women and are descendants of Western green-backers who believed that the more "money" the government printed the more prosperous everybody would be.

And so it comes that every ism is tried on California.

Every year the single tax cranks force the sane people to vote on a proposed single tax amendment. Possibly this absurdity is financed by dishonest holders of taxable securities; certainly the single-taxers never pay a single tax; and without any business ability they have childlike confidence in their judgment.

The single-tax proposal is dishonest and ridiculous, and in practice it is injurious to business and to workmen and to renters and to food-buyers.

The real object of the proletariat is to confiscate land by loading it with all the taxes. Every single taxer belongs either in jail or in a lunatic asylum.

These quack doctors hope to try

their single tax nostrum on the California dog this fall.

Was there ever anything as idiotic as exempting all rich men's personal property from taxes and placing the entire burden on the farmers and on owners and tenants of homes, on farm labor and on prices of food?

The man who originated the single-tax theory was a Frenchman, who lived at time when there were no great factories nor power industries, no idle land and no speculation in land values. Virtually all property was land, and a sole tax on it would work no hardship and would simplify tax-collection in perilous times and exempt no rich men from taxation.

Henry George stole the idea.

Rockefeller would be glad to have single tax.

HAVE YOU A LINE?

Aberdeen, Wash., is to have a \$400,000 Elks hotel bldg.

Sacramento is soon to have two new and large department store buildings, one by Weinstock, Lubin & Co. and one by John Bruener.

Roseville, Cal., is to have a \$40,000 cannery.

There is some resemblance between English and German speech. We say "and"; the Germans say "oont."

Morality, study and gaiety are three sisters who should never be separated. —Voltaire.

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND TENTH YEAR

SUN INSURANCE OFFICE OF LONDON

FOUNDED IN 1710

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE INSURANCE COMPANY

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC ASSURANCE CO. Ltd OF DUBLIN, IRELAND

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

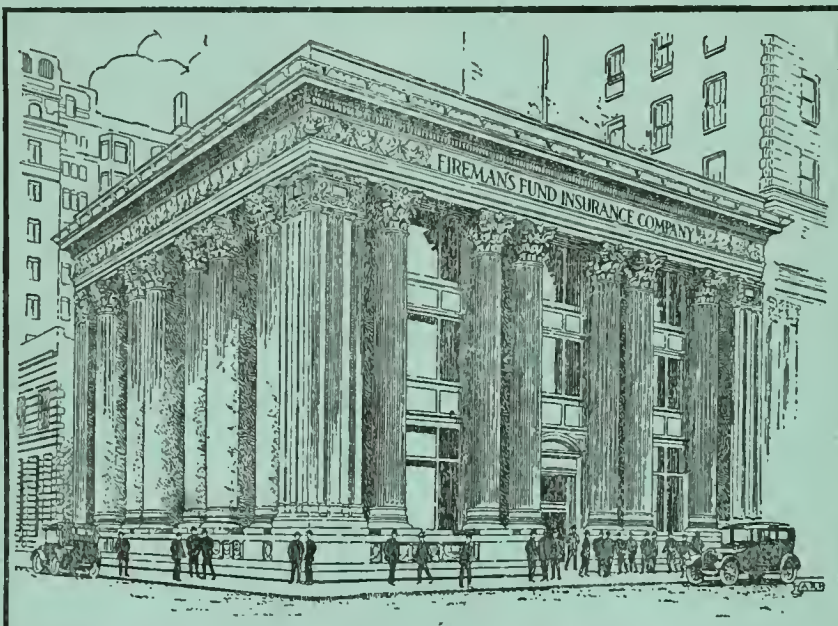
CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00



THE HOME OF SERVICE

The Fireman's Fund has adopted the title for its head office building The Home of Service, and by doing this has assumed the responsibility of demonstrating to the insurance world where The Home of Service is.

Volume 96
Number 3

MARCH

1920

MAGAZINE EDITION "A"

Coast Review

INSURANCE

PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

Telephone Sutter 1732

The Only INSURANCE Journal in the Pacific West

Insurance Publishing Co., Publishers

Dick and Simpson Succeed Late B. J. Smith
Barsotti Becomes Assistant Manager
Two More Companies Write Marine on Coast
California and Missouri Fire Decisions
Field Men's Notes
Union Mutual Life California Agency Change
Life Giants Seem Again Demoralizing Business
A Little Big-Pretending Interinsurer
Review of Companies' Statements
Rumpus in San Francisco Fire Department
Visitors from the East
Bee Causes Death of Auto Driver
Low American Fire Loss Ratio
Liverpool & Liverpool & Globe Will Enlarge Its San
Francisco Building
Views of Supt. Phillips of New York
North Carolina Home Will Enter Coast States
All Should Aid Insurance Federation

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1919, \$17,083,985.30

Has Paid \$160,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$ 400,000.00
NET SURPLUS	\$ 511,194.08
ASSETS	\$1,577,568.13
SURPLUS TO POLICYHOLDERS	\$ 911,194.08

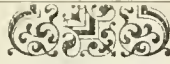
Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE	HARRISON HOUSEWORTH	C. A. LOTHROP	GEO. J. JANES
F. E. ATKINS	CHESTER S. MYRICK	W. H. GASCOIGNE	WILLIAM A. SEXTON



FIRE

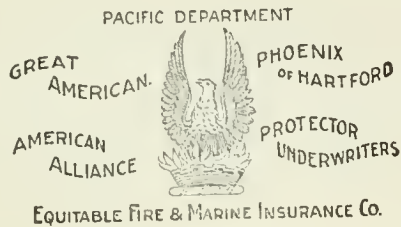
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

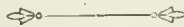
LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



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TOURIST FLOATER—MAIL PACKAGE—
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122 Halleck Street,
San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00**Net Surplus, 414,251 03****Total Assets, 1,579,366 87****E. T. NIEBLING, President****W. E. DEAN, Vice-President****GEO. W. BROOKS, Secretary****HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.****Special Agents and Adjusters****H. C. R. BUSWELL, Superintendent of Agencies****A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;****R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;****MILTON HALEY, B. A. SIFFORD, San Francisco****Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

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American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion.

Riot and Civil Commotion, Use and Occupancy, Plate Glass,

Parcel Post, Tourist Baggage, Inland Transit Insurance

PACIFIC DEPARTMENT

241 Sansome Street, - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

MARINE

The Union of China will withdraw from Wilcox, Peck & Hughes in about forty days, and the U. S. manager will probably be W. J. Roberts of the Standard Marine.

The Gov't Printery at Washington has issued a pamphlet on the Status of Marine Insurance in the United States, by Prof. Huebner of the U. S. Shipping Board. He says "Marine Insurance is conceded to be an integral part

of modern overseas commerce." "Few enterprises are surrounded by so many serious hazards as maritime ventures."

FIRE

At the mid-year meeting of the National Association of Insurance Agents, at Richmond, March 17-18, one subject of discussion was, "Non-Agency Mutual Competition: the Remedy." Another, "The Broker, the Agent and Resident Agency Laws."

Study statement figures.

THE Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance. Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity. Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

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Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

FREE SERVICE

The Coast Review's Legal Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

MARINE

A wonderful story is that of the salvage of a ship on the rocks for twenty years, as told in the daily prints. The four-mast ship Alejandrina struck a reef off Patagonia in the Straits of Magellan. For nineteen years the hulk lay there undisturbed, though seen of many passing sailors.

Submarines sank so many merchant ships, steam and sail, that the old wreck became immensely valuable. Besides, the cargo of chalk and fire clay was not seriously damaged by the elements.

Some of the "fifty minds" realized that it would pay to pull the Alejandrina off the rocks, stop her leaks, and tow her for repairs into New York harbor, some eight thousand miles away. The old sailer is now in fully regained health (wholeness) and engaged in South American trade.

Congress believes it can help shipping and marine insurance. It is willing to try.

U. S. S. B. str Buttonwood burned near Fayal, Azores, and is a total loss. It may make its own rates, and employ salaried agents. Change is the law.

Marine Losses.—Trawler Ituna bound to Umpqua river, Or., foundered in gale two hours nor'west of San Francisco. Sh. Brd. str. Olockson, built last year at Vancouver, Wash., with 400,000 barrels of gasoline, burned in Gulf of Panama, bound for Vladivostock.

The loss on the January Sheboygan, Wis., tannery is said to have been over \$1,000,000.

'THE LEADING FIRE INSURANCE COMPANY OF AMERICA.'

Incorporated 1819

Cash Capital

\$5,000,000.00

Net Surplus

\$10,705,995.47

**Surplus as to
Policyholders**

\$15,705,995.00



Cash Assets Now

\$37,144,626.00

Losses Paid

in 100 Years

OVER

\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

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H. DURBROW, Asst. General Agent

H. F. MILLS, F. H. RHOADS, AGENCY SUPERINTENDENTS

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(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920, \$50,590,485 33

Surplus to Policyholders, 18,128,807 40

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

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Walla Walla—H. J. VALLENTYNE.**

MARCH, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number three

Entered at San Francisco Postoffice as second-class mail matter

Might it not be well for reformers to insist on a conflagration reserve equal to 75 percent of the largest amount at risk in a city? There is now no conflagration liability reserve.

o o o

Something like 40 American garages burned last month.

o o o

It is just as necessary to have a standard life policy as a standard fire policy. Did you, or anybody, ever read a life policy through from start to finish?

o o o

The first typewriter width policy was printed and issued in San Francisco.

o o o

One of the oldest members of the Fireman's Fund family is J. H. Barnham, agent at Folsom, Cal. His name appears on the company's calendar for 1867. Announcement was made of the removal of the company headquarters from 238 Montgomery street, San Francisco, to their new building at the s. w. cor. Sansome and California sts., in March.

o o o

Some say 5 percent would be satisfactory. A 40-million-premium company would make \$2,000,000 underwriting profit or 40 percent on a \$5,000,000 capital; a \$200,000-premium company would make \$10,000 underwriting profit or 5 percent on a \$200,000 capital. Some difference!

Shall fire and marine companies insure farm crops against loss by flood, drought and other weather conditions? The New York state insurance superintendent urges the state legislature to authorize such insurance.

o o o

What is a fair underwriting profit? The National Convention of Insurance Commissioners will thank you to assist them in answering this question.

o o o

Automobile business has been a god-send to many insurers.

o o o

It will soon be time for dry weather conflagrations on this Coast.

o o o

It seems, according to a speech by a well-known politician, that there are "unrepealable laws" in this land. Mighty is the American legislator. Perhaps this distinguished man was referring to the unenforceable laws.

o o o

The surcharge last year added \$35,000,000 to American fire premiums.

o o o

It is a long profit lane that has no ending.

o o o

Group insurance may be preparing the way for state insurance.

o o o

Coast Review Chart is on its way.

INSURANCE IN THE HIGHEST COURTS

RECENT RULINGS

FIRE INSURERS IN COURT

MISSOURI

Ayers v. Continental Ins. Co., 217 S.
W. 550.

Explaining Real Nature of Assignment—Evidence Ad- missible

In an action on a fire policy by an owner of property, who, with the consent of the insurer, assigned his interest as owner to a lender as security, the trial court properly allowed the real nature of the assignment, not an absolute transfer, but merely to protect the lender in his mortgage by the policy in case of loss, to be explained.

Insurance Agent's Knowledge

In an action on a fire policy by insured, who had assigned his interest in the property, with the consent of the insurer, as security for a loan, evidence held to show that the insurer's agent knew the assignment was to the lender as one making an additional loan on the property.

Attorney's Fees

Where a fire policy was issued from the office of the agent of the insurer in Kansas, and covered property in such state, where the loss occurred, and the cause of action accrued, payment of attorney's fee was part of the performance of the contract, governed by the law of Kansas, and the fee was improperly allowed under the law of Missouri.

BY THE COURT

The policy was sent to defendant's agent for consent to that assignment, and he indorsed consent in these words :

"The Continental Insurance Company hereby consents that the interest of Charles Ayers as owner of the property covered by this policy be assigned to F. F. Strong."

Evidence was received over defendant's objection, explaining this assignment to Strong to mean not an absolute transfer as though Strong had become owner of the property, but merely to protect him in his mortgage by the policy in case of loss. Defendant objected on the ground that it could not know what Ayers and Strong intended and could only look to the terms of the assignment to which it consented. We think the court right in allowing the real nature of the assignment to be explained. And we do not agree to defendant's statement that it could not have known the intention existing between Strong and Ayers ; for it appears that this insurance was obtained from defendant's agent (who resided and did defendant's business in Kansas) by correspondence with Ayers' agent in Missouri, asking if he would issue this policy. The letter reads as follows :

"A. M. Ayers, the owner of the office and store building at Overland Park, formerly owned by Mr. A. M. Woods, desires \$2,500 more insurance on his building. The building referred to is just off the Strang line and you probably know the property. It's a stucco building, and I believe there is 50 feet of ground with a good barn in the rear. There is a loan on this property for four years and there is now insurance on the property to the amount of \$3,000. Mr. Ayers can borrow \$2,500 secured on the property if he can furnish \$2,500 insurance to go with the loan. If you do not handle insurance and can't

place this policy, call us over the phone at our expense at once."

The policy was issued by the agent in Kansas in response to this letter, and we think it only reasonable that the agent knew it was an assignment to Strong as the party making the additional loan.

CALIFORNIA

Cronenwett et al. v. Iowa Underwriters of
Dubuque Fire & Marine Ins. Co. et al.
186 P. R. 824

**Change of Name Not Viola-
tion of Change of Occupancy
Clause**

A rider to a fire policy, stating that the building insured was occupied as a clubhouse "by Automobile Country Club," was not intended to guard against a mere change in the name and management of the country club, so that there was no violation of the change of occupancy clause, where the name was later changed to "Monrovia Country Club" and new manager placed in charge; the membership remaining practically unchanged, and the purposes of the two organizations being identical.

**Lease Not "Change in Title"
or Interest of Property**

A lease is not a change in the title or interest of the property within the meaning of a fire insurance policy, providing that the company "shall not be liable while the interest in, title to, or possession of, the subject of insurance is changed."

**New Lease to Same Lessee
Under Another Name Not
Change in Title or Interest
of Property**

Assuming that a lease is a change in the title or interest of real property, within the meaning of a fire policy

providing that the insurer shall not be liable "while the interest in, title to, or possession of, the subject of insurance is changed, excepting a change of occupancy of the building without material increase of the hazard," there was no change in the title or possession, where at the time policy was issued a country club was in possession thereof under a lease given to the manager of the club, and thereafter the name of the club was changed, a new manager appointed, and a new lease executed, the membership of the second club being practically the same as the first; the second club being merely a continuation of the first.

**Agent Employed to Place In-
surance Not Agent to Cancel
Policy**

The fact that an agent is employed to place insurance does not make him an agent to cancel the policy on behalf of the owner of the property, and hence where the owner of property accepted policies taken out by the order of a mortgagee through an agent authorized by such mortgagee to cancel and replace the insurance at will, without knowledge that the agent had authority to cancel insurance, he was not bound by a notice of cancellation received by such agent.

**The Insurance Agent—Not
Agent of Both Insurer and
Insured**

It is the everyday practice for the insured to select an agent that he has every confidence in, to have him insure his property, and keep his insurance straight. He depends on him to do this, not as his agent, but as agent

of the insurance company, but the insured relies on the agent to keep his policy straight, and to protect his interests, as far as keeping the policy in legal shape, and to notify him when premiums are due, in order that he may acquire the protection paid for. The insured relies on the agent for this purpose. While the agent may not be required to do this, yet he mostly does so. It is to his interest and that of his company to satisfy his patrons, and it is to their credit that in a majority of cases this is done, and the agent of the company does everything necessary to protect both the company and insured. This fact alone does not make him the agent of both.

Judgment against insurer, appellant, is affirmed.

Dallas v. Guardian Fire, 101
S. E. 859.

**Payment to Mortgagee—
Not Liable to New Purchaser**

Where mortgaged property was insured against fire by policy, containing a mortgage clause, also providing that it should be void if any change other than by death of insured took place in title or possession, and insured sold the property, a new insurance contract coming into existence between the insurer and purchaser by agreement indorsed on the policy, and, after fire resulting in complete loss, plaintiff bought the property, with the policy, from the purchaser, insurer was not liable to plaintiff, having properly paid the mortgagee the full amount of insurance, which was the amount of the mortgage.

A fire insurer had right to delay

payment of loss until it could ascertain who was entitled, whether a mortgagee of the property or a purchaser subsequent to loss from the original owner's successor, and for so doing is not liable to the purchaser for punitive damages after properly having paid the loss to the mortgagee.

Stevens v. Hartford Fire Ins.
Co., 101 S. E. 843.

Waiver of Proofs

Notice and proofs of loss may be waived by express words, or by conduct inconsistent with intention to enforce strict compliance with the conditions therefor, and calculated to lead insured to believe insurer does not intend to require such compliance.

An adjuster, sent to adjust a loss, presumably has authority to waive proofs of loss.

Delivery

Allegation of complaint that the fire policies were issued does not embrace one that they were delivered and so does not estop plaintiff to show there was no delivery.

Twin City Fire Ins. Co. v. Stockmen's Nat. Bank, 261 F. 470.

If

From France comes an account of fires caused by electric waves from wireless apparatus.

This is serious if the experiments with tinder and paper indicate possible fires in houses and goods.

If electric waves ignite cotton clothes in a closet may they not also explode powder in a magazine or aboard ship or in a cartridge in a perfectly safe pistol?

MISCELLANEOUS INSURERS IN COURT

Control of Damage Suits

Where an insurance policy covering liability for accident provided that assured should not interfere in any negotiation for settlement of legal proceedings without the consent of the company, previously given in writing, and it appeared that assured had been sued for injuries due to a collision between his automobile and that of another, the insurer, while having a right to control suits brought against assured, had no control over suits brought by assured, and hence settlement by assured of a suit brought by him against such third person did not violate the policy.

Utterback-Gleason Co. v. Standard Acc. Ins. Co. 179 N. Y. S. 836.

LIFE INSURERS IN COURT

War Liability Exemption— Death from Influenza

Where a life policy exempted insurer from liability, except for the reserve under the policy, for "death while engaged in military or naval service in time of war or in consequence of such service," death of insured who had enlisted in the army, from influenza contracted en route to a concentration camp to await assignment to a flying school for training was not within the exemption; the word "engaged" implying death caused by performing some duty in the military service, in contradistinction to merely a period of time while insured was in the service.

Benham v. American Central Life Ins. Co., 217 S. W. 462.

Cancellation of Paid-Up Life Policies

Under notes for loans on paid-up life policies providing that, if the policyholder failed to pay the note or interest when due, the company without further notice or demand might cancel the policies apply the cash surrender value on the note, and pay the balance on demand to the parties entitled thereto, notice of the cancellation and payment of the surrender value is not necessary to render the cancellation effective.

A provision in notes for loans on paid-up life policies for cancellation without notice or demand on nonpayment of the loans is not illegal or inequitable.

Where notes for loans on paid-up life policies provided for cancellation of the policies without notice or demand "as of the date of default" in case of nonpayment, a delay of 45 days after default in canceling the policies was not a waiver of the right to cancel without notice.

Clumsily Worded Notices

Notices sent to a policyholder prior and subsequent to the maturity of loans on his paid-up policies, though clumsily worded and containing inapplicable statements, held not such as to entitle him to believe that the insurer would not exercise its right to cancel the policies without further notice.

Stevens v. Mutual Life Ins. Co.,
125 N. E. 682.

Formerly death was a change of title which invalidated insurance.

Surrender Value Or Paid-Up Policy

Where a 19-payment life-policy provided various options which might be exercised by the insured at the expiration of the premium period, and the last option provided that the insured might continue it as a paid-up life contract without payment of further premiums, and insured did not take any steps to obtain the surrender value of the policy, etc., it will be presumed that he continued it as a paid-up policy.

Not Entitled To Addition

Where a 19-payment policy provided that in event of the death of the insured during the premium period the beneficiary should be entitled to the face value of the policy, plus an amount equal to its loan value, and further provided that, after payment of the last premium the policy should become paid up for life for its full face value.

Held that, where the insured did not exercise options to obtain the cash surrender of the policy on payment of the last premium, his beneficiaries were not, upon his death after expiration of the premium period, entitled, in addition to the face of the policy, to an amount equal to its loan value.

Choate v. Provident Savings Life Assurance Soc., 216 S. W. 1073.

Error of Policy Writer

Error of \$3,000 in the statement of the amount of reserve because of mistake by policy writer would be a cause for avoiding the contract if contract had not been fulfilled, but not where insured has had the benefit of the insurance during 20 years.

A mutual company could not legally discriminate in favor of one or some of the policyholders to the prejudice of the others.

Insured Not Entitled to Profit by Mistake

Insured in collecting surrender value of mutual insurance policy consisting of reserve and surplus was not entitled to profit by the mistake of the policy writer in writing an incorrect figure as the amount of reserve on back of policy, where it was a mere clerical error, and such amount was not so written pursuant to any representation of the company or its agents as to what the amount of reserve would be.

In action for surrender value of policy, consisting, under the policy, of the entire reserve and the surplus, evidence.

Held to show that the writing of the incorrect amount of reserve on back of policy was an error on part of policy writer, and that there was no representation by the company or its agents that the amount of reserve was such amount.

Rougon v. Equitable Life Assur. Soc. 83 So. 434.

Out of Every Hundred

Eighty-seven percent of all the estates settled in the United States have nothing except life insurance.—Rev. Frank Fox.

The supreme court of Iowa rules that in absence of "definite expression of legislative will" a person cannot be seized and compelled to submit to a blood test.

Everett, Wash., has 27,614 population; increase 11.3 percent or a little over 1 percent a year.

FIRE**Automobile—Mortgage**

Settlement by the insurer of an automobile against fire with the mortgagee, a garage, about eight months after loss, was not a waiver of proofs of loss on the part of insured, the owner, and mortgagor.

In an action on a fire policy on an automobile, evidence that the car was taken from the place where it was burned to the mortgagee garage by defendant insurer's local agent, and that it was afterwards disposed of, not showing by whom the car was disposed of, nor that the local agent had any authority in the matter, was properly excluded.

Glazer v. Williamsburg City Fire Ins. Co., 125 N. E. 787.

Insurable Interest

If plaintiff had no insurable interest in the property, a policy of fire insurance never attached, and plaintiff cannot recover on draft given in settlement for loss.

Where plaintiff erected a house on his mother's premises, later acquired title from her, and gave first mortgage to a trust company and second mortgage to the mother, and second mortgage was foreclosed, and the mother took title under an agreement that, if plaintiff would pay her back her interest in the property, she would transfer title back to him, and the first mortgage was paid by the mother and mortgage placed running to a third person, who advanced no money and received no interest, plaintiff paying all expenses until he completed his agreement with his mother, thereafter plaintiff in

equity had an insurable interest in the property though the contract of purchase was not in writing.

Morrison v. Boston Ins. Co.,
125 N. E. 698.

Principles of Insurance Law

Insured can cancel the policy only in the manner provided in the policy, requiring premium to be first paid.—Home Ins. Co. v. Fleeman, 217 S. W. 536.

Where the contract between the master and insurer is one of indemnity against actual loss from personal injury to servants, there can be no liability of insurer until the master has suffered loss by payment of judgment for such injuries.—Owens v. Jackson-Hinton Gin Co., 217 S. W. 762.

Winter comes to an end on March 20, but artificial heat is very generally required, in our North, until May 1. In California, too, some stove fire for warmth is required nearly as long, though landlords of apartment and office buildings think and act otherwise. Hence influenza, Lorenza. Landlords under contract to supply heat are liable for damages for failure to do so when temperature is too low for health and comfort of tenants and employees.

San Francisco Buildings Since the Fire

Private building contracts in San Francisco since the 1906 conflagrations amount to \$376,206,666, invested under 82,959 building permits.

A bridge is insurable, William, but not the game. Unlawful game is never insurable.

LIFE

The Russian assets taken over by the Bolshevik government—a dead loss to the New York Life, which claims that the liabilities were also taken over by the communists. But has the company really escaped the liabilities under its Russian policies? Did its Russian policies contain a clause exempting the company from liability in the event of war, loot or insurrection? Why should the Russian policyholders be made to sustain the loss of the company's funds through looting by professional anarchists. There is no government in Russia. If bandits in Mexico should seize the New York Life's funds, would the company deny any liability to its policyholders in that unhappy land? The company's Russian loss appears to be about \$65,000,000. Both assets and liabilities in the Russian department have been "written off." As usual this company reports no surplus.

Officers in the air service overseas was greater than that of any other branch of the American army. Out of every 1,000 aircraft officers 54.6 were killed in battle. They fought battle planes in the air and were fired on by guns on the ground besides. They faced death from bullets and death following damage to planes which presented a large surface to the range of firearms. The battle death rate of the army officers on the ground was 20.7 per 1,000. Aircraft officers killed by accident 68.5 per 1,000; other officers killed by accident were nominal in percentage.

Company reports continue to present proofs of unusual gains in business and in outstanding insurance. The influenza beats any solicitor; and the fact that in purchasing power the dollar amounts to only 50 cents is a powerful urgent for double size policies. Here we have explanation of the phenomenon.

Will the business stick when conditions are again normal, with a hundred cent dollar twice as hard to get as now?

The late Myon E. Wolfe when insurance commissioner of California began the preparation of a standard form of life insurance policy. The writer urged him to allow the right to introduce new liberal features. Perhaps he found the task too burdensome, for nothing was done. Wolfe prepared a standard form of fire policy, however; but it was defeated at Sacramento, and the present form was adopted.

The standard policy should read something like this:

John Doe's life is insured in the sum of \$5,000 from noon of the — day — of — 19—, for one year. in consideration of the receipt of \$— premium, and is renewable thereafter on the same day of the month at noon on the payment of the same premium, with 31 days of grace allowed, and without a new medical examination.

The application having been accepted and the premium having been received this insurance is in force one year from the time the policy was

written and was signed by the company officials.

Every life policy form now differs from every other form. The printed matter of a fire policy seems complicated and abounding in limitations, but it is simplicity compared to the life policy.

It is not necessary in fire insurance to deliver a policy to effect the guaranty against loss. Nor should delivery be necessary in life insurance where the premium has been paid.

Anti-Dated Life-Policy and Note

Where insured, who signed an antedated note, upon receiving an antedated life policy, immediately wrote the company that he would not accept an antedated policy, and the company replied that he had agreed to accept such policy and must keep it, and insured said no more about the matter, and did not offer to return the policy, he thereby apparently acquiesced in the situation, and became liable on the note.—*Sterling v. Bank of Lily*, 175 N. W. 990.

The Bankers Life Company of Des Moines has just issued a special edition of its agency Bulletin as a souvenir of the recent Company School of Instruction at Los Angeles, which was attended by over two hundred members of the Bankers Life field force. The front cover shows a half tone reproduction of a typical Southern California landscape, and the inside pages contain a 10,000 word story, illustrated by many half-tones, of men, events and scenes, as made memorable by the occasion which the edition celebrates.

ONE THING AND ANOTHER

In a Louisiana probate case a witness testified that the holographic will had been written by the testator in his presence, on September 8, 1918. The date on the will was in the customary form of business men—9-8-18, meaning ninth month, eighth day in the year 1918. Plain enough. The judge ruled that this was not a dating in compliance with the law. And so he gave the estate to persons whom the testator did not want to receive it and deprived his chosen heir of his property.

* * *

This judge would probably have ruled that "Sept." and "La." being abbreviations, and not entirely written by the will-maker, invalidated the will. The California supreme court in a similar case ruled otherwise.

* * *

A holographic will is one entirely written in the handwriting of the testator. Such will is lawful in the states which legalize it. There must be no printed matter. The will must be dated and signed by the testator.

* * *

The arts are consuming all the gold U. S. produces. Let us have a constitutional amendment prohibiting gold jewelry, chains, watches, rings, medals and teeth. Forty-odd legislatures will not cost much.

* * *

When, after dinner, a guest rises and says "It is a great pleasure to me to be here tonight," he would better sit down, for he will say nothing more worth your while.

* * *

"I bet nobody has yet named the next President."

NAMES

Not Pretty, Often Meaningless, Altered and Abridged—Tribal, Local, Occupational, Contemptuous, Offensive, Coloring, Penal, Directional, and Arbitrary in Their Origin—Should Be Changed

Elizabeth Cady Stanton once said that as women who marry must bear their husband's name they should insist that it be changed if in any way objectionable. To bear a name like Bull or Baby or Coward or Hogg or Bone or Legg or Holbein (Hollow Leg) or Apple or Plum, etc., is not a pleasing prospect and is altogether unnecessary.

English names are often of Norman or Dutch or Flemish origin and have a quite different meaning from that of the English. Hague is pronounced "hog" in Dutch and means hedge. Probably Hogue, Hoge, Hoag and Hogg are of Dutch origin and mean hedge. This may be true too of Hodge.

We have been printing queer names. Many occupational names have been slightly changed, as Needle is abbreviated to Neal, Neil. The man who made needles hung before his shop a huge needle. The man who made bells hung out a bell.

Hugh is of Celtic origin and possibly Teutonic too. It takes the form Hughes, meaning Hughson, another form; also McHugh and (a) Pugh. Other forms are Hewitt, Hewett, Hewes, etc.

Howell is hogwell. (a) Powell is the Welsh form, meaning Powellson.

Many newcomers were named the direction whence they came, or the

color of their hair, or eyes or complexion.

Black is a very common name in all languages. Nero means black; so does negro.

Lake in some form, especially as a terminal like loch, lock, logg, is a place name. So are names ending in by or bee, ton, town.

Names generally are of arbitrary origin, and in early times there were no surnames for ordinary folks. They did not need them.

Scripture, Breeze, Sails, Storms.

Banners, Manners.

Shunk (was it ever skunk?), Cowser
Cordner, Rose, Flower, Blossom, Kip,
Kidd, Kidder, Mummy, Campbell,
Harper, Zuck, Zook, Ballinger (a small
seagoing vessel in olden times), Bol-
linger, Lane, Street.

Occupational Names

Ashman, Baker, Barber, Barker
(Tanner), Berryman, Bowler, Bow-
man, Bridgeman, Butler (Bottler),
Buyer.

Shoemaker, Brewer, Moulder.

Butcher, Fletcher.

Harper, Smith, Goldsmith, Schreiber,
Schribner.

Tyler, Taylor, Cutter, Snyder.

Miller, Farmer, Carpenter, Wagner,
Zimmerman.

Priest, Sexton, Dean, Clarke (clerk)
Pope.

Shepherd, Sheppard, Schaefer

Falconer, Faulkner.

Coward, Painter.

Originally Smith in every form was an occupational name. In French it

is La Farge; in German it is Schmidt, Schnitz.

Merchant, Butcher.

Cartwright, Hunter, (Yager), Fisher, (Fischer), Diver, Deacon, Secretary.

Wright, Weaver, Webster, Webber, Spinner, Skinner, Cooper, Hooper, Roper, Carter.

The root of "ward" is "war," meaning defence.

Ward, Guard, Gard, Howard, Hayward. Ward means guard.

From "war" we receive warrior, ward, warrant, guard, guardian, guaranty. "War" was once a cry of alarm, calling for assembly to defend. Children playing "Indian" and striking the mouth repeatedly with the palm make this sound — wah - wah - wah. Thousands of years ago their adult ancestors made the same cry as they hurried, with club and bow and arrow, to defend the village or camp. Pronounce the word "war" hard as if spelled wawr. Don't say "wore."

The German word for "war" is "Krieg," which means at root not defence but offence, to seize, to grab, or something similar.

Clynes in Welsh means meadow.

The U. S. supreme court rules that a stock dividend is not income and is therefore not subject to the income tax. It is merely an individual apportionment of capital already the property of the stockholders as a whole. Recent additions to surplus from profits have been subject to income tax. When the stock dividend is sold it must be reported for taxation.

Work with the Insurance Federation

Nothing nowadays is accomplished without organization. Politics, production, commerce and insurance are alike in this respect.

Organization is necessary to meet enemies, faddists, isms, looters and socialists.

The Insurance Federation is a legitimate working union of insurance men of all kinds. Competition, politics and state insurance make this union indispensable.

Compensation insurance by the state, especially when compulsory, is an invasion and limitation of private rights. More than that, worse than that, it is the first step toward general insurance by the state. It threatens the entire income of local agents and brokers as well as the business and employment of stock and mutual and individual insurers.

Events move rapidly these days, and state and federal insurance of every kind may be a vote-catching plank of political parties at some near general election. If you join the Insurance Federation you can help to check this unmistakable tendency toward state insurance.

One of the chief causes of lack of production just now, it has been pointed out, is the general shortage of railroad equipment. One authority estimates that the country is short at least 200,000 box cars and all lines of industry have felt the shortage.

Insurance Institute of America is to be incorporated and will publish a regular bulletin for students.

FIRE

Failure to Protect from Further Damage— Cannot Recover for such Property

Under a policy requiring insured in the event of a fire to protect the property from further damage and put it in the best possible order, the failure to do so did not prevent a recovery except for such of the property as could have been saved by the use of reasonable means at his command.—*Messler v. Williamsburg City Fire Ins. Co.*, 108 A. 832.

Builder's Risk Clause Attached as a Rider

Where builder's risk clause, providing that the policy was to cover the building only while it was being constructed, was attached, as a rider, to policy insuring building against fire for a term of one year, and insured accepted policy when delivered with rider so attached without reading policy, though a lawyer and experienced in matters of insurance, insured was not entitled to have policy reformed so as to cover building for a term of one year upon ground of mistake.

The building was covered by such policy only while being constructed. It is a valid condition.—*Metzger v. Aetna Ins. Co.*, 125 N. E. 814, 227 N. Y. 411. (N. Y.)

Unauthorized Insurance and London Lloyds

In his review thereof, Supt. Phillips of New York calls attention to the fact that it is unlawful for unauthorized insurance companies to transact business in the state or to be represented by any person as an agent, although a resident may place his insurance directly with such a company, and refers to the placing of insurance with London Lloyds, consisting of individuals who have no corporate entity and against whom it is difficult and in fact impossible to enforce a claim without obtaining jurisdiction over them in New York. He points out that brokers who place insurance for clients with London Lloyds contend that they do not act in violation of section 1199 of the Pena

Law, for the reason that said section relates to foreign insurance corporations and not to Lloyds underwriters, and recommends an amendment to the section which will make it unlawful for any person to act as an agent or broker for any unauthorized insurer, whether a corporation or an aggregation of Lloyds underwriters.

It is proposed that insurance in unauthorized companies be taxed by compelling the insured to report such insurance and pay the premium tax. The Federal Revenue Act now requires every person who insures in an unauthorized carrier to report same and pay a 3 percent tax.

Where Company's Agent Was Also a Broker

Company defended on ground that its agent who applied for insurance on property outside his territory was as regards that risk broker for the insured and not its agent; and any false representations made by him must be imputed to the insured. Verdict for the company, in the federal district court; affirmed by the federal court of appeals. *International Paper Co. v. General Fire Assur. of Paris.*

Some Big Fires in 1919

Savannah, Ga., terminals 3,000,000.

Cedar Rapids, Ia., starch works 2,400,000.

Norfolk, Va., tobacco warehouse 2,700,000.

Sheffield, Ala., warehouse nitrate plant 1,700,000.

Long Island City, N. Y., oil works 3,700,000.

Insured having accepted, with notice and knowledge that it was issued on its agent's representation and agreement that the original policy would be surrendered, an other policy of insurance, which, on account of the agreement for surrender, took effect as an original policy, cannot be heard to say that the original policy remained in force and effect, or that the original insurer is liable on it.—*Insurance Co. of the State of Penn. v. Park & Pollard Co.*, 180 N. Y. S. 143.

Field Men's Notes

Manager Dornin of the Springfield F. & M. has divided the Mountain field heretofore handled under the supervision of C. L. Spear. Hugh C. Dunn, long connected with the rating bureau, has been engaged to look after the company's interests in Montana. Mr. Spear will continue to supervise Utah and southern Idaho.

Fred L. Elster succeeds G. A. R. Heuer with the Phoenix Assurance.

Manager Holman has appointed Volney Seebeck special agent for the Commercial Union and Palatine in northern California, to succeed F. J. H. Manning deceased.

For the Atlas Wm. O. McAllen succeeds A. E. Ehrhorn at Portland. At Spokane W. J. Stobener succeeds E. K. Lower, who is transferred to San Francisco, succeeding Craig Owens.

For the Western and British America at Seattle, Chas. H. Templin succeeds Geo. K. Harris.

The Board's Helena branch loses Edwin Pendrey, who becomes Montana special for Montana for Manager Alverson's companies.

H. M. Newhall & Co. have appointed O. W. Bryant special agent with headquarters in Los Angeles.

In the Coast field several specials have recently resigned from the Evans companies.

The Liverpool & London & Globe has appointed P. J. Martin special agent at Spokane, to succeed W. H. Gascoigne. At Great Falls, Mont., Grant R. Brown is special. At San Francisco Frank J. Mann is special in the automobile department.

At Cheyenne, Wyo., Hoyt Leech is special agent for the Home and Franklin.

At San Francisco, for the London, R. P. Thornton is manager of the auto department, and J. Arthur Roach is special agent of the marine department.

For the Fireman's Fund and the Home F. and M. at San Francisco, G. A. Archambault and George E. Erlin have been added to the field staff. At Los Angeles E. L. Gilbert has been added. New special at Salt Lake is C. L. Larson, and at Seattle

W. P. Cassell. F. M. Burnside is not a special for these companies now. Dan L. Weaver has been added at Spokane. At Butte A. W. Nyblom has been appointed special agent. At Denver F. H. Brown and F. R. Lanagan have been added, making four in that field. At Dallas, Tex., Walter L. Southgate and Robert M. Criney and J. N. Powers succeed D. H. Remmert, Fred Burness and D. D. Harris.

Manager Parrish has added R. R. Sheldon at San Francisco, H. W. Randall at Portland, and J. M. Wallace at Great Falls.

W. L. Wallace has been appointed agency superintendent of the Norwich Union office. Mr. Wallace has been special at Los Angeles.

Douglas Erskine, formerly a special agent in San Francisco, later a reporter and writer of sports as a witty Scotchman, and for several years engaged in commercial work, died on March 1 at his home in Alameda. He leaves a widow and children.

G. A. R. Heuer is now in the real estate and insurance business in San Francisco.

SHOTS SELF

Edward A. Parsons, special agent for E. E. Potter & Sons, with headquarters in Portland, shot himself dead in a hotel in Oakland, Cal., February 25.

S. F. Buildings

The Pacific department of the Liverpool & London & Globe has received instructions to add five stories to the company's building at the corner of California and Leidesdorff streets.

The Balfour Guthrie building at the corner of Sansome and California streets will be 15 instead of 12 stories, or one story higher than the Merchants Exchange bldg.

Norwich Union Fire has bought the building it occupies at 234 Sansome street, San Francisco.

Harry Rotherman, accountant in the Springfield F. & M. office, has been appointed assistant cashier, taking the place of Miss C. A. Whelan.

L I F E

Reinstatement of the Original Life Policy

In view of Code 1907, § 4579, where life policy gave insured the right to have policy reinstated after default in payment of premium, by performance of specified conditions, the effect of reinstatement after compliance with such conditions was to continue in force the original policy and not to create a new policy.—*Mutual Life Ins. Co. v. Lovejoy*, 83 So. 591.

Superintendent Phillips on Life Business in 1919

Supt. Phillips of New York comments on the unprecedented demand for life insurance during 1919, and attributes it largely to the prosperity of the wage earner, the influenza epidemic, the publicity due to the government insurance for service men, and the depreciated dollar. On the recommendation of the insurance department, section 96-a of the insurance law was enacted, providing for a suspension of the limitation of new business in section 96, under proper restrictions. Such suspension was granted in the case of twelve companies.

The report recommends the consideration of whether the companies should not be allowed to accumulate larger contingency reserves than under the present restriction of section 87. The excessive influenza mortality and the depreciation in security values have an important bearing on this question. He believes that the competition among the companies to show a low net cost will prevent an undue accumulation of surplus.

A proposed amendment to section 83 would permit the companies to apportion and declare annual dividends after the close of the year, by making such dividends payable upon the anniversaries of the policies next following each 30th day of April.

Life Agent Awarded \$8,500 Damages

Where a life insurance agent by his contract of employment was entitled to reasons for his discharge in writing, any reasons, other than those so given, which may have existed in the mind of the insurance company's general agent in discharging him, are immaterial as a defense to his action against the general agent for wrongful discharge.

Soliciting agent for life insurance company, operating under a 10-year contract and wrongfully discharged by company's general agent in the city, held properly allowed damages of \$8,500, at rate of \$850 a year for term of employment in view of evidence as to amount of his prospective earnings, which was the best obtainable, being entitled to damages, though unable to establish by precise evidence some particular amount.—*Mortimer v. Bristol*, 180 N. Y. S. 55.

The Oregon Life of Portland makes a good report for 1919. Income over disbursements was \$399,844, despite influenza death losses. Assets are now \$2,093,644, an increase of over \$404,000. Insurance in force is \$20,462,695, a gain of about \$5,000,000. Insurance issued and revived in 1919 was \$6,621,167. A fifth of this goodly total was on the lives of those already policyholders of the Oregon Life. Mortality was only 66 percent of the table or expected rate, and 60 percent of the total

occurred in the four influenza months. We congratulate President Mills and the officials of the company.

The United Kingdom Temperance

The death of Sir T. P. Whittaker revives memories of the "hungry forties," for it was in the year 1840 that the United Kingdom Temperance and General Provident Institution was born. It is a big title, and one needs to inhale a long breath in order to expel the whole of the title without breaking down. Fortunately, not one person in a hundred has ever heard the full title mentioned. Everyone, but, perhaps, a few long-haired antiquarians, knows the Institution as the "U.K.T." And thus, by a happy transition, the longest title has become the shortest.

The legend is (apparently true) that even so late as the "forties" a prejudice existed among life offices against total abstainers. It was believed that they were inferior lives, and some of the life offices gave them the cold shoulder. In those days people still breathed the atmosphere of the "three bottle" men, and sniffed with delight the savory odors of hot punch as it steamed its way out of the pages of Dickens' novels—odors not to be despised even in these "pussyfoot" days.

One finds evidence of the common belief in the 18th century in the efficacy of port wine in Lord Rosebery's "Pitt," wherein he remarks of William Pitt:—"A feeble constitution hardly promised life, much less vigour, but fortified by floods of port wine (prescribed by Lord Chatham's favourite physician) it enabled him to live to be forty-seven and sustain for nearly twenty years, almost unaided, the government of the country"; not a bad record, by the way, for port wine.

The "hungry forties" were, however, not only hungry, but also thirsty, and so Sir Thomas Whittaker's father and a band of very zealous teetotal advocates decided to strike a blow for their principles, and thus the "U.K.T." first saw the light. Those were the struggling days of life assurance, the days of small things. The Prudential

was not born until 1848, and the Refuge and the Pearl not until 1864. The Royal Insurance Company was not established until 1845, and many offices now famous were still in their early infancy.

It is, therefore, not difficult to believe that in the insurance atmosphere of the early "forties," when old Thomas Whittaker (then residing in Scarborough) secured an application for £5,000, he was afraid to entrust it to the post, and carried it personally by rail to the head office of the company in London. But enthusiastic temperance men in different parts of the country soon rallied to the "U.K.T.," and £5,000 cases ceased to be rarities, and were allowed to take the perils of the penny post. One Thomas Whittaker has followed another Thomas Whittaker into the great beyond, but the Institution in which they were so deeply interested goes on; recalling the words of Tennyson in "Locksley Hall": "And the individual withers, and the world is more and more."—Policy-Holder, Manchester.

The Equitable Life is being sued by Mrs. Lucia Dunham for \$5,000 insurance on the life of her husband Edw. B., a salesman for a wholesale drygoods store. A year ago the insured disappeared, after writing a letter saying he was resolved to end his life in the bay. He had been in poor health, and had willed his \$10,000 estate to his wife.

Happens Too Often

In reporting on a lead a couple of weeks ago Manager J. S. Logan, of Fresno, Cal., said the prospect was very much pleased with proposition and declared his intention to take \$10,000, which would make his total insurance \$25,000. Mr. Logan pressed for an immediate application, but the prospect like so many others, wanted to clean up his business for the year and find out just how he stood. If Mr. Logan would come back about March 1st he would be ready to act. On December 17th, ten days after the interview, he died of influenza. He was a fine looking man, Mr. Logan tells us, and apparently in the very prime of a successful life. Fidelity Field Man.

MISCELLANEOUS

Phillips Opposed to State Monopoly of Compensation Insurance

The state should not, in my opinion, be given a monopoly in the field of compensation insurance primarily because such a departure from the true functions of government is the opening wedge for other socialistic experiments and also because, in my judgment, the results would be inferior to those attained under present conditions. As I see it, the only justification for even a competitive state fund is the necessity of guaranteeing to employers of labor the opportunity of purchasing insurance as required of them by the compensation law. Having created such a competitive fund, the decision as to the relative merits of state and private insurance in the field of workmen's compensation can be based upon actual performances rather than upon theoretical anticipations. If employers prefer to insure with the state fund they have the opportunity of so doing and there is nothing to prevent the state from acquiring a virtual monopoly of the business, without legislation, if that is the will of the insuring public.—Supt. Phillips of N. Y. Ins. Dept.

Charge Against Lloyds Surveyors

In the case of the ruined vegetable oil cargo of the Shipping Board steamer West Hepburn the San Francisco Chronicle says the loss "was due to the fact that Lloyd's surveyors stood by and allowed faulty and leaking cans to be stowed in the West Hepburn." There was no truth in the tale of sabotage by Japanese stevedores, who do not use hooks.

Flu

Late arriving Spring is blamed for many deaths from influenza. Not nearly so bad as the first quarter of 1919, yet 1920 will have a bad record for sudden deaths from influenza complication. Many insured young lives have ended but only in exceptional cases will the effects show in life company's mortality percentages of actual to expected deaths.

New York State Report

Part IV of the New York Insurance Report, 1919, business of 1918 of assessment associations and orders and town and co-operative fire corporations, has just come from the press. Labor troubles and paper scarcity account for seven months delay.

Book of 874 pages. The Order of Prosperity had no prosperity and is in official liquidation. Ditto ten other fraternal including American Temperance Life.

Fraternal orders had \$6,558,435,375 in force Dec. 31, 1917; \$6,613,544,778 Dec. 31, 1918. Membership increased to 5,409,175.

Income \$103,839,713. Benefits paid members, \$78,555,970. Expenses 12 percent of amount paid by members.

Gouging Landlords

They do exist, charging "whatever the traffic will bear," everywhere. Particularly in Los Angeles and San Francisco.

In the former city, a visitor walked about the city for hours, vainly seeking good lodgings. Finally he secured a room in what thirty years ago was the best hotel but now is dilapidated and fifth rate. For himself alone for one night he paid \$9. Paid it rather than sleep on a bench in a park. The same room last summer was only \$2. Our ex-San Franciscan then went to a country town near and was given a room for \$1.50 a night.

In the latter city the landlords of family hotels are now charging \$10 a night for room and bath, formerly \$1.50.

Apartment house owners have raised the rent three times and have changed owners three times; and each succeeding landlord is saucier and meaner and gives less heat than his predecessor.

High costs of materials and labor have prevented the construction of the usual number of hotels and apartment houses.

If you are coming to the N. D. Con. bring your blankets, you will need them on the park bench or sand dunes.

Imperial Assurance of New York made handsome gains in assets and surplus last year.

Fidelity & Casualty Company Made Large Gains in Assets and Business in 1919

At the rate of recent gains the Fidelity & Casualty Co. is now a 20-millionaire in assets. The gain last year in resources was \$2,600,000. The gain in reserves and other liabilities was \$3,452,975, showing a large increase of business. Some \$5,800,000 in claims was paid.

On this Coast this old and successful New York company has made notable extensions of its business, as usual.

The Fidelity & Casualty writes casualty insurance and surety bonds, in these varieties:

Fidelity, surety and miscellaneous bonds; Accident, health, burglary, robbery, plate glass, boiler engine and fly-wheel insurance; Workmen's compensation, automobile liability, and all other liability lines.

Canada.—Wm. Mackay, manager of the Royal for Canada will retire soon. He has been in the business for forty-five years.

The U. S. Grain Corporation now has 5,000,000 barrels of flour bought on the guarantee basis, which cannot be sold for cash either at home or abroad. It will be sold on credit to needy nations. In three years the Corporation has protected the government wheat price guarantee by buying 700,000,000 bushels.

Organization of an insurance department is announced by the Chamber of Commerce of the United States, with M. B. Trezevant as its manager. The insurance department is one of six or seven new departments which the Chamber is organizing to afford specialized facilities for dealing with subjects in important fields of American business. The new department will on the one hand, familiarize itself with the peculiar problems of all kinds of American insurance, and on the other hand, will seek data from the point of view of business men who are users of insurance.

Wisdom may not belong to babes but it does not certainly belong to age.

California has a "jitney" airplane weighing only 950 pounds.

Duty of R. R. Co.

If a fire starts on a railroad right of way without any negligence and the railroad has knowledge thereof, it must use reasonable care to prevent the spread of the fire to adjoining property.—*Jordan v. Spokane P. & S. Ry. Co.*, 186 P. 875.

The Vulcan Fire Ins. Co. of Oakland certainly has no complaint to make of 1919. Large gains were made in assets, surplus, new business, and premium reserve. Of the \$1,526,732 assets, \$920,574, or about 67 percent, is surplus to policyholders.

Speaking at the Credit Men's Conference in San Francisco, Manager A. W. Thornton of the London Assurance and chairman of the arson board, said that I. W. W. learned chemistry and electricity while in state's prison, through the California state university's extension course. Freed, they began making incendiary bombs. Arson rewards, said Mr. Thornton, have been discontinued, as in several known instances the police and constabulary held off until rewards were offered, then arrested and convicted, then collected the rewards, and later obtained paroles for the firebugs, who immediately set on fire another building.

U. S. branch of the Atlas made large good gains last year—in assets, surplus and premiums.

Standard Fire reports slight reductions in assets and surplus in 1919.

California Rainfall is still shy of normal or average. Generally only 30 percent of last year's rainfall. Timely showers in March are doing good, but water table is the lowest ever and snow in mountains is small. Premiums and losses in 1920 will be affected.

The Pacific States, represented by Newhall & Co., has \$982,878 assets and \$669,601 surplus to policyholders. Net premiums, \$215,835. All gains.

Seattle. — The "Red's" candidate for mayor was defeated by a handsome majority of the nearly 100,000 votes cast. Seattle is indeed to be congratulated, for it was here that North American bolshevism started and spread to Winnipeg.

GENERAL

Salary for Vacations

Where vacations taken by an employee were in accordance with the prevailing custom in the employment, and the employer in each case assented, and, except as to the last year, paid the employee full salary, thus recognizing his right to take vacations without deduction, the employee was entitled to compensation for time on vacation.—*Vaile v. Walker Const. Co.*, 186 P. 602.

Silverton, Or.

The fire marshal of Oregon, with three deputies, recently made a fire survey of the town of Silverton, which has 2,000 population. The Cascade mountains are near. Silver creek furnishes an abundance of good water. The lumber industry is large, and farming lands are good.

But the water pressure is insufficient for efficient fire protection. Hydrants near schoolhouses are lacking. Fire department is insufficient. There are no fire prevention ordinances. Garages are sources of great fire danger. Open fires were found in workrooms. Theaters and halls need attention.

The water system is owned and operated by the municipality. Pressure ranges from 60 to 70.

Recommended that an ordinance require weekly collection and removal of all rubbish in the fire district; and that the office of fire marshal be created.

The total wheat production of Australia this season is only a moderate one.

Europe Invites You

It is a great experience to visit the battlefields of Europe, and incidentally to visit several countries. The people will welcome you for they need your money.

Go to New York; get a passport; buy pounds, shillings, francs, marks, lire, kronen, as much as needed. Join the crowd. It will not be long before restoration will cover up the scars and make the visit an ordinary one.

Character is produced by work, temptation and self denial.

Suffrage amendment does not qualify women to sit on juries, rules the New York supreme court. But they can "sit" on the husband jurors when they come home.

The Skin

The skin of mankind varies greatly. The inferior races have a thin skin. The superior races have a thick skin.

The whites have the thickest skin. The blacks have the thinnest skin. The browns and yellows are intermediate.

Perhaps the climate has much to do with the texture of the human skin—especially the ancestral climate.

The white race is a northern race.

Probably the texture of the skin has much to do with the voice, for the voice is produced by the vibration of the (inner skin of the) larynx.

"Thin-skinned" men do not succeed in the insurance business.

"Nothing will come of it."

PAST

A hundred years ago, fire engines were not expected to arrive at any fire in London under an hour.

Our 1879 files make the present seem tame, for Coast fire underwriters in those days were a lively bunch of scrappers. Somebody or other was ever being "hauled over the coals." The ethics of underwriting, like the ethics of golf, were honored in the breach. One manager ignored Peter Outcault, the adjuster for the companies on an Oakland loss, and said to the insured, "Here's our check for your claim. It's been ready for you several days." At Sacramento the interested companies were making an investigation of a very unsatisfactory loss, and up comes an "unaffiliated" from San Francisco, and says "Here's our check for your claim." Then, metaphorically, they all fell on his neck and choked him.

A fire manual issued in 1865 says of candle factories:

"A most persistent fatality has followed these establishments since the discovery of petroleum." And, "they have cost double the amount of premiums received from them."

About 396 B. C.

The battle of Verdun—a battle lasting many months—has impressed all as a long and stubborn conflict; but the ancient Romans spent ten years in the siege of the Etruscan city of Veii, whose inhabitants, on capture of the city, were killed or enslaved. Three or four years later the Gauls captured Rome and collected a ransom—indemnity we now call it—of 1,000 pounds

weight of gold, plus the weight of the sword of the conqueror for good measure.

A war insurance company would have done a busy business in those ancient days.

Busting of the Pacific Insurance Union

Under "Past" we will give a brief sketch of the awful modern war of "About 1895 A. D." Send in your contribution. Which company lost the most money? Which side really won the battle?

1879

Grove L. Johnson "bulldozed the Sacramento Board of Trade into a resolution against all the companies" on the Sacramento hospital, and demanding settlement within twenty-four hours.

Mention made of Salt Lake agencies as follows: Hugh Anderson, H. J. Grant, Kimball & Lawrence, Thomas R. Jones, Wm. E. Smedley.

Gangs of incendiaries operated in California. Threats were made against all farmers who employed Chinese labor.

Coast Review recommended that some trained organization, specially skilled, be formed by the underwriters.

A. Bretz, formerly of the defunct California Farmers, organized the Oregon Mutual at Portland. It was later turned into a stock company, with Edward Hall as secretary.

1849

Talk about the high cost of living in 1920! Read these prices in San Francisco in 1849: Hay, \$100 to \$200 a ton; eggs \$10 a dozen or \$1 for one egg; watermelons \$3 to \$7 each; beef, 50 cts a pound; mutton, 75 cts a pound; potatoes, 25 cts a pound; butter, lard, cheese, \$1 a pound.

Business men paid \$1,000 a month in advance for rent of a shanty on lower Sacramento street, and 10 percent a month interest. Desk room was \$100 a month in advance. Labor, however, was only \$1 an hour. A scythe cost \$100. A round-pointed shovel, \$15. Lumber was \$500 a 1,000 feet. It was cheaper to buy new cotton goods than to pay laundry bills.

Increase of Capital

The Pacific Mutual will this year increase its capital stock from \$1,200,000 to \$1,500,000, placing the increase with the accident department, which is growing.

American Life Convention Inspection Bureau

The new American Service Bureau is to have its head office in Chicago. The general manager will be Geo. S. Gallaway, now assistant gen'l mgr. of the Hooper-Holmes Bureau. The field organization of the latter is to be used.

Quake Cracks Chimney

From Juneau comes report of the burning of the Douglas public high school bldg. The fire was caused by flames passing through cracks in the chimney. These cracks were caused by the earthquake of preceding day.

Washington I. A. C. Ruling

A former order of the Washington Industrial Accident Commission has been rescinded. The new ruling is that salesmen driving own or employer's car are not engaged in an extra hazardous occupation. They are not within the scope of the industrial insurance act.

Marine.—On Alaskan shores a schooner with cannery supplies, and also a barge.

The Fireman's Fund led in California 1919 marine premiums, with \$1,466,524 and 38 percent losses incurred. The Aetna was second, with \$393,576 premiums.

In this shop we are cleaning house preparatory to some changes; which accounts for some temporary omissions. In our next issue "Case of American National Assurance," and "Scandals of Insurance."

Seattle's municipal railways lost over half a million last year and are now losing over \$100,000 a month.

Last week Alaska had its second earthquake in two months.

Referendum

The McDonald California law prohibiting big banks from engaging in insurance agency business by the trick of an auxiliary corporation owned by the bank stockholders will be submitted to a referendum vote at the Fall election. It is a too easy matter to have any measure submitted to a referendum, as only a few petitioners' signatures are required.

Good Chances for Life Men

We have had placed with us three general and district territory agencies for two successful mutual life companies.

These are opportunities to make good records and win promotions.

Address application or inquiry in confidence,

A. M. & P. M.

Care of Coast Review

122 Halleck st., San Francisco

The Northwestern Mutual Fire wrote \$341,623 premiums in California in '19 with 31 percent losses.

The Metropolitan Life Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

MISCELLANEA

41

Figures thus far in Coast Review Chart work give an American fire loss paid average of 41 plus percent.

Springfield F. & M. Doing Fine

The Springfield F. & M. has \$17,303,137 assets, a gain of \$2,560,435 last year; surplus to policyholders \$6,478,911, a gain of \$900,551.

Represented by General Agent Geo. W. Dornin.

California Fire Leaders

Premiums of the four leaders, as reported to the California insurance department, are:

Hartford	\$1,281,672
Fireman's Fund	1,195,794
Home	1,136,654
Ætna	1,045,731

"Underwriters" figures are included in the above.

National Surety Company Is the Surety Leader

The 1919 annual statement of the old and reliable Gibraltar of suretyship, the National Surety Company of New York, demonstrates again its striking preeminence in its field of operations.

In 1919 this company wrote gross fidelity, surety and burglary premiums of \$13,170,000—the largest sum ever written by any company in the history of such business. After the company had ceded to other companies reinsurance etc., etc., the total net premiums were \$8,108,000, likewise the largest amount of net premiums ever written by any company engaged alone in writing fidelity and surety bonds and burglary insurance.

The income from securities owned by the company was \$699,000. The capital of the company is \$5,000,000; surplus \$5,512,000; premium reserve and other reserves \$8,489,400. Total resources \$20,392,884.86. The net income from operations was \$2,669,319—the largest in the history of the company. In 1918 it was \$1,548,596. The loss ratio in 1918 was 34.4% and in 1919, 28.9%.

The expense ratio in 1918 was 49.8% and in 1919, 46.1%.

This clean cut, strong financial exhibit commands the admiration of the surety world and is a fine tribute to the management of the company, seasoned by an experience (with its predecessors) of more than thirty years.

No surety company has a greater hold on the confidence of the public than the National, which is reflected in its volume of business and its very strong financial condition.

The fixed policy of the company is to pay all just claims promptly and graciously.

The strong board of directors of the company includes some of the most prominent men in the financial and commercial world.

Viewed from any angle, the "Old National," as its enthusiastic agents and friends call it, has well earned its slogan "World Largest Surety Company."

The National is represented in San Francisco and has been for many years, by Frank L. Gilbert, vice president and Pacific Coast manager.

Do Not Now Oppose Preliminary Term Plan

Many life companies, formerly very critical of, and actively opposed to the preliminary one-year term policy, have written so unusually large an amount of new business, and are doing so this year, that they now favor the plan, as it does not encroach on surplus to meet the legal reserve requirements. Under this safe but "irregular" plan the smaller companies can compete with the grab-all giants for new business, and write large amounts without drawing largely on surplus.

Several Eastern companies, which have heretofore opposed, have joined in asking for legislation authorizing preliminary term policies.

In honor of her departure for San Francisco, where she will continue in insurance, twenty-two young ladies gave a New York City underwriteress a dinner at the Hotel Astor. "Very much candy" was also in attendance.—Southern Underwriter.

PUBLISHER'S POINTERS

Ever since the great war began publishers generally, and insurance journal publishers particularly, have had a hard and vexatious job. Paper steadily rising in price and changing in sizes and qualities. Prices are double; and so with ink and repairs; type metal has advanced 50 percent; machinery made large advances; also increased cost for machine composition; increased binding bills; colored paper "out of sight;" several kinds of "help" generally impossible to obtain. Your sympathies are invited.

The average local agent represents one or two agents and does insurance work as a side line. He is not interested in insurance or the companies or the men in the business. Nothing bores him quite so much as an insurance journal, especially a newsy weekly which mentions many persons he never met nor expects to; or companies that he never heard of or at least is indifferent to. Names familiar to us all of the big city make no impression on him. He is uncertain whether this or that big company has its headquarters in Chicago or Boston or Sioux City. He has a hazy idea that the man who writes letters to him is the real head of his company.

The weeklies, I am told, have a circulation mainly paid for by the companies, with possibly two exceptions east of St. Louis. I know of one \$4 dollar weekly that has a paid circulation of less than 700 copies. A

special agent tells me that "any general circulation of insurance journals is necessarily a gift one; for the average local agent will not pay for an insurance newspaper." Observe, he says "average local," which is above defined; and "newspaper" (gossip). Whether this special "knows" or "guesses" is not in the evidence.

Leading locals, as I know, subscribe for insurance journals, which help them in their business. One of them writes: "Every issue of the Coast Review helps me."

The late William Sexton said to me: "We want insurance journals that help the companies make money." Which of course includes local agents and brokers. They make money surely if the companies do.

Mr. Sexton said also: "Every local agent should know something of insurance law—but not too much."

One of the pleasing memories of American war work at home is the wholehearted volunteer patriotic work of our life insurance salesmen in the sale of Thrift Stamps and Liberty Bonds. These solicitors gave their time and talents, and setting out to sell definite quantities, did so, with characteristic efficiency. Remember these creditable facts whenever you are disposed to speak contemptuously of these great aids to national prosperity and family solvency—the life insurance solicitors.

Prices are still soreing.

OVERINSURANCE

—

Generally It Has Been a Source of Underwriting Profit, and Without It There May be None

There are two kinds of overinsurance—intentional and unintentional.

Dishonest property - owners and agents deliberately overinsure. The first overinsure in the expectation of collecting the overinsurance. The latter overinsure in order to collect a larger commission.

The unintentional overinsurance is vastly more in volume than the intentional. The losses from the latter are much less than is imagined; for shrewd, honest adjusters save the companies from the planned swindling.

Property-owners, as a rule, innocently over-estimate the value of their houses and goods; and local agents and brokers can seldom afford to ascertain the actual values or to question the estimates made by their clients.

There is therefore a tremendous amount of overinsurance without any bad moral hazard. Year after year the companies collect a large total of premiums for which they assume no risk of loss by fire, the values not being there. The transaction is an honest one all round. Property-owner, agent, broker and insurer alike are honest, and no one knowingly overinsures nor abets overinsurance.

What may be the total of the premiums derived from overinsurance? One can but guess. Whatever the amount it is clear gain. It is never known except when a fire and adjustment occur—possibly once out of 200 insurances.

Fire underwriting profits average say 4 percent of the premium income. That would be \$20,000,000 per annum. We believe that the premiums derived from overinsurance are more than that.

If 5 percent of the total fire premiums of this country is from overinsurance, with no loss liability, then the abolition of overinsurance (if possible) would leave no underwriting profit and probably an underwriting loss. Rates would have to be raised say 10 percent to insure a living profit on underwriting.

National Board Fire Statistics

The only reliable reports of fire losses, as far as they go, are those compiled by the National Board of Fire Underwriters, to which loss adjusters send in figures.

Preventable causes, strictly, or partly, or largely, in 1918, were responsible for \$283,103,101 losses. This probably left only \$75,000,000 loss inevitable.

We are thus given a good idea of the immense saving possible by care and cleanliness and good building work.

Void Mortgage Not an Incumbrance

A void mortgage, not being a valid incumbrance, was not as a matter of law a material fact or circumstance, nondisclosure of which in an application for fire insurance avoided the policy, or rendered the proof of loss, where such mortgage was not mentioned, a fraudulent misrepresentation. —Morrison v. Boston Ins. Co., 125 N. E. 698.

Less said of overinsurance, the better.

GENERAL

Queen Makes Large Gains

The Queen Ins. Co. of America, represented by Manager Rolla V. Watt, now has \$15,871,765 assets, a gain of \$1,411,615. Net surplus is now \$5,477,601, a gain of \$817,151.

Newark Gains Handsomely

The Newark Fire Ins. Co., represented by Manager Rolla V. Watt, now has \$3,315,680 assets, a gain of \$538,252 in the year. Surplus to policyholders is \$1,245,895, a gain of \$190,369.

Popular Fidelity & Casualty Company

The Fidelity & Casualty Company, which writes a variety classes of risks, is popular with local agents and with the insuring public. It has been operating on this Coast for many years and has made a reputation out here which insures it a large volume of choice business.

Personal

General Agent C. A. Henry has returned from his usual visit to Detroit and New York.

General Agent Arthur Brown of Edward Brown & Sons is visiting the Orient.

President Bissell of the Hartford Fire and Hartford Accident has been visiting this Coast.

Henry Evans will arrive in California about March 24.

President William B. Clark of the Aetna is making his usual trip to the Pacific Coast this month.

Will G. Taffinder, editor of the Pacific Underwriter for many years, died on March 20, after two attacks of influenza. For the past two weeks his death had been expected. The survivors are the widow and a son in the U. S. Navy.

Deceased had written some clever verse and had done work for the News Letter, a local paper, and at one time was a promoter of the Decimal, a San Francisco assessment society.

Attorney T. C. Coogan, who has been ill, has recovered, and is again at his office.

Underwriting Manager Keith of the Vulcan Fire has been visiting the East, where with due caution he is extending the business of the company.

U. S. Manager Horatio N. Kelsey of the London & Scottish Assurance Corporation is visiting this Coast.

Personal mentions elsewhere.

Equitable Fire & Marine and American Alliance Are Entering the Marine Field

The above companies represented by General Agent Geo. H. Tyson, are about to enter the marine field through their marine department, of which Charles A. Hulme is manager. This marine department will now be one of the leading departments on the Coast, representing the following list of companies:

Great American Ins. Co. of New York,
Phoenix Insurance Co. of Hartford,
Home Insurance Co. of New York,
Skandinavia Ins. Co. of Copenhagen,
Equitable Fire & Marine of Providence,
American Alliance Ins. Co. of New York.

A large marine business is already being transacted which will be increased with the additional capacity to be added for the new year.

Field Men

Field Men.—The American Eagle, Continental and Fidelity-Phoenix Pacific department (C. E. Allan, secretary) has field men at San Francisco—A. L. Merritt, Phil G. Hall (formerly at Los Angeles), G. J. Ferris, and S. E. McPherson; at Napa, Cal.—A. H. Smith; at Fresno—O. D. Baldwin; at Los Angeles—C. T. Collins, H. C. D. Keith; at Seattle—John P. Breeden; at Spokane—D. A. McKinley; at Great Falls—L. E. Campbell, L. H. Box; at Salt Lake City—F. W. Cardwell, formerly at Pocatello; at Portland—L. F. Alderson; at Seattle—W. J. McCommon (auto); and Harry W. Nason, manager city department at San Francisco. Not now with this field staff are Chas. B. Mills, Frank J. Heintz, Fred D. Hougham, Geo. L. A. Lauer, H. R. Wickler, Wm. B. McCausland.

West Coast Life Buys 12-Story Central Site Market Street Class A Building

The West Coast Life Insurance Company of San Francisco has long had in contemplation the erection or purchase of a modern office building on some central site on Market, for its home office. Recently the desired opportunity presented itself.

The West Coast has just bought the handsome "Santa Fe" building at the southwest corner of Market and Second streets, opposite Montgomery st. The lot is 45 by 91.6 feet. The building is twelve stories high, has 145 offices. Every office is an "outside" one and is desirable. The building erected about a dozen years ago, attracts the admiring attention of all observers.

The price paid was \$750,000—a bargain price. The investment is a good one from every view-point. It will be a splendid advertisement, and every bit of surplus floor room will always be rentable at a profit. The location is an ideal one for an office building.

The West Coast Life's business is increasing fast at a healthy pace and has outgrown its present quarters at Pine and Montgomery streets.

At present the Market street building is occupied by the Santa Fe Railroad and by the Federal Government (for the Army). When these tenants vacate the West Coast Life will at once move in.

Sign of the Times

On the lot at the northwest corner of Pine and Montgomery streets, recently acquired, is a huge board sign to this effect:

Showing their faith in the future of San Francisco the Commercial Union Assurance Co. and the California Ins. Co. will soon erect on this site a modern office building 16 stories high.

California Loss Ratio Light

Figures thus far reported yield a loss ratio incurred in California of only 32 percent.

Last year the Aetna's loss paid ratio was 42.

Bill Defeated

Leading life men in Massachusetts sought to have repealed the old law against preliminary term valuation policies, which life companies have been writing for over twenty years. The bill to that effect has been defeated by the influence of the ultra conservatives in the business—who want a monopoly perhaps.

British American Assurance Co.

The home office statement of this 87-year-old Toronto company exhibits \$4,329,859 assets and a good profit for the year. The British America has \$1,400,000 paid up capital. Last year's fire, hail and automobile premiums amounted to \$2,924,378, and marine premiums, \$775,993, a total of \$3,700,371. Fire, etc., loss ratio was 44 per cent. The Coast territory representatives are Miller, Henley & Scott of San Francisco.

The Pacific Mutual Life is writing new business in southern California at the rate of a million a month.

Leading Three.—In American premium income the Hartford Fire ranks first with \$35,103,080, the Home second with \$35,036,287, the Aetna third with \$22,026,852.

Uncle Sam will probably sell the German First Reinsurance Co. of Hartford for \$788,375 for 4505 shares, as offered by a syndicate embracing several prominent fire, life, and casualty companies.

Looks ill for Amicable Life.

Last year the Hartford's loss paid ratio was 38.6.

Marine Decision.—The loss of a concrete mixer, which broke from the deck of a barge, to which it was bolted, when the barge capsized at sea, in which position it was towed 30 miles to port, held not to render the insurer liable in particular average under a clause exempting it from such liability unless caused by "stranding, sinking, burning, or collision."—Snare & Triest Co. v. Fireman's Fund Ins. Co., 261 F. 777.

The Missouri State Life now writes group policies.

Who knows not the past must stumble.

GENERAL

Banks and Banking

A bank may escape liability for repayment of amount paid out on forged checks by establishing that depositor has been guilty of negligence which contributed to such payment, and that it has been free from any negligence.

In an insurance company's action against a bank to recover amounts paid its agent upon his forgery of payee's indorsements, it was error to exclude evidence showing that the amount recovered by plaintiff from its agent after defendant had paid the checks included a repayment of the amounts in whole or part charged to plaintiff by its payment of said checks, and also whether the bank was prejudiced by the plaintiffs withholding its knowledge of its agent's crimes.

A bank depositor, receiving a statement with paid checks, is bound to examine the account and checks, and report to the bank without unreasonable delay any errors discovered, and while such duty does not generally extend to an examination of the payees' indorsements to ascertain their genuineness, yet, when the depositor possessed the payees' genuine signatures whether he was negligent in not discovering forged checks was a question of fact for the jury.—Prudential Ins. Co. of America, v. National Bank of Commerce in New York, 125 N. E. 824.

The Arkansas supreme court recently ruled that a bank receiving Liberty bonds for safe keeping and placing in a part of the safe not burglar-proof were liable for their loss by burglars.

Fire Danger In Garages

Fire Marshal Barker, making a report on an Oregon city (Sylverton) says:

The garages of the town are in need of attention, if to be made safe. The gasoline and oil fires that occur in garages, are the hardest to extinguish,—most disastrous in results, and because of the flimsy construction of the buildings, wooden floors, and careless indifference of workmen, are seri-

ously on the increase. In garages open fires were found in some of the work rooms, where cars were being overhauled. This is extremely dangerous, as gasoline vapors are always more or less present, and easily ignited. In several instances oil soaked rags were not properly kept in metal cans, but allowed to lay around. This careless practice cost the town of Sheridan \$10,000 recently in a fire that started from spontaneous combustion. Oil or grease soaked rags not properly cared for, are a fire hazard. It is apparent also that no effort is made to prevent "Smoking" in garages, an extremely hazardous practice, which should be absolutely prohibited.

Commercial News

Our daily papers print pages of expensive commercial news and tables. How can they afford it? Merchants and manufacturers prepare and circulate house organs with similar items and prices current. One can but wonder what excuse there is for daily and weekly commercial newspapers also.

At the 8th annual meeting of the U. S. Chamber of Commerce next month many subjects will be discussed. Among them: Insurance, Taxation, Railroads, Merchant Marine, etc. Among the directors are Frederick J. Koster of San Francisco and J. E. Chilberg of Seattle.

Texas Conflagration—\$1,000,000 Loss

Town of Grandview, Tex., with population of 1,800—near Ft. Worth—is largely only ashes now. Of its eight business blocks, seven were destroyed by fire March 14. Some 200 best dwellings also burned. Property loss may exceed \$1,000,000.

Stiff gale. Help from neighboring towns. But water gave out. Burning brands carried far.

Every man puts his work into his character
Beware how you work.

Sexton's "Fire Insurance" \$1 at Coast Review office.

GENERAL

Inflation

The average per capita circulation of money in this country in the early 80's was about \$25; later it rose to \$30; then to \$38. The war has advanced it to \$58.

More money is required when prices are doubled; but money is only one of the media of exchange. The great mass of business transactions are effected with bank checks.

Tough on Widows, Orphans and Old Folk

Business, industrial, landcultural and financial conditions are unnatural. The great war was the cause and inflation may be the present reason for high prices.

Great injustice has been done to the payees of life insurance policies, and the old people who saved for years for old age, and who now receive for their gold dollars paper dollars which buy only 50 cents worth of food, clothing and shelter.

The income tax hits them too, for they pay taxes on the excess of \$500 or \$1,000 in purchasing power.

Nobody but the profiteer gains anything by present unnatural conditions. Even the highly paid organized labor man, whose high wages keep up prices, finds that he cannot buy as much with his high-wage income, as he could when paid only \$3 a day for skilled labor.

Of course, normal conditions will come again before very long, in this country, unless our paper inflation increases. But unfortunately the old people and widows and orphans with small fixed incomes will continue to suffer.

Usually, as after our Civil War, high prices, whatever the cause, are followed by widespread loss of employment. We should prepare for 5,000,000 people out of employment for a time in this country. This is the price which may be paid for the resumption of normal conditions and prices.

California now stands second as a rice producer, having passed both Texas and Arkansas. Louisiana is still first.

The Country's Threatening Banking and Credit Situation

Upon all the occasions in the past when the country's banking and credit situation has given evidences of abnormal stress and strain, and perhaps indications of critical trouble in the not distant future, there have been those to urge that public discussion of the matter should be avoided as far as possible, that the popular mind should not be agitated by suggestions of impending difficulties in so vital a department of the Nation's affairs, and that the danger of precipitating unconsidered mass action in so all-important a field much outweighed any possible advantage to be derived from forewarning or from firm definition of the problems to be met. The holders of this opinion have in reality deemed the popular mind, or even the mind of the generality of the business class, to be incapable of facing without undue alarm the hard and uncomfortable facts of a condition of affairs in the domain of banking and credit that imperatively requires rectification, under penalty of a financial, industrial and commercial crisis of the first magnitude if such rectification is not accomplished. It has been the habit of the propounders of this doctrine to liken any who may clearly speak out about these hard and uncomfortable facts to persons crying "Fire!" in a crowded theatre.—The Economic World.

By States

Coast Review will not attempt to gather business of fire companies by states and territories of the Pacific West. The offices do not cooperate as formerly.

Sour dyspepsia and sour disposition are related.

California Grain Field Fires

Last years grain in field losses in California, according to the state board of forestry, amounted to \$308,359.

Another effort is being made by Texas Hogs to get control of the Missouri State Life.

WEST COAST LIFE INSURANCE CO.

—

Keeps the Old Name—Makes Handsome Gains in All Departments—Now Has \$40,000,000 In Force—Big Gains in Surplus and Assets

Elsewhere we print an interesting summary of the annual statement of the West Coast Life Insurance Company of San Francisco. Scan it, and you will see that its nearly \$5,000,000 assets are well and safely invested, and that its surplus to policyholders is now equal to nearly 11 percent of the assets, which is a very large percentage indeed.

This California company, organized just before the great fire, has officially dropped the "San Francisco" from its name, for it is local and not territorial.

The officers of the West Coast Life are—

John A. Koster, president, a leading business man of San Francisco;

Charles W. Helser, vice president, an experienced and energetic life insurance man; and

Gordon Thomson, secretary and actuary, an experienced life insurance actuary and company official.

—

The West Coast's Pioneer for February was Convention number, with a page portrait of President G. H. Albers of the 20th Century Club. We note that Secretary Thomson said: "Our policy department has set before it the high standard of sending out policies the same day as completed papers are received." The policy contracts of this company have been completely revised to embody the latest "service" ideas.

—

Life—Notice of Cancellation not Necessary.—Under notes for loans on paid-up life policies providing that, if the policy-

holder failed to pay the note or interest when due, the company without further notice or demand might cancel the policies, apply the cash surrender value on the note, and pay the balance on demand to the parties entitled thereto, notice of the cancellation and payment of the surrender value is not necessary to render the cancellation effective.—*Stevens v. Mutual Life Ins. Co.*, 125 N. E. 682.

Union Mutual Agency Change

General Agent George E. Hunt of the Union Mutual Life Insurance Company of Maine has resigned the California agency, and is succeeded by Arthur P. Huntington, who has moved the office of the general agency to the tenth floor of the Shreve building, San Francisco.

Mr. Huntington has long been with the Metropolitan Life. His territory for the Union Mutual is now known as the South-western department and includes Arizona.

General Agent Hunt resigned because the company wanted him to give all his time to agency. He does a very successful accident business also, and retains his offices on the fifth floor of the Shreve building.

The Union Mutual Life has a very creditable record with policyholders and claimants in this Coast field as well as elsewhere. It was the first and has been the principal writer of seagoing men's risks in this territory.

Just a Bee Was Cause of Disaster

Up in the Northwest last week a man and his wife were riding in their auto on the big highway. A big bee flew in, circled about, bumped into the windshield, fell on the driver's knee and stung him. The red hot pain caused him to let go the wheel and slap at the bee, as his wife thinks. The auto turned turtle into the ditch. The husband driver was instantly killed; the wife escaped with severe bruises.

—

Accident policy avoided by representation that no indemnity had been received from any other company. Such indemnity paid is recoverable.—*Great Eastern Casualty Co. v. Collins*, 86.

ANNUAL STATEMENT

West Coast Life Insurance Company

HOME OFFICE: 376 Pine Street, San Francisco

STATEMENT DECEMBER 31, 1919

ADMITTED ASSETS

Real Estate owned	\$ 78,453 20
Loans on Real Estate (secured by pledge of property appraised at \$3,700,000)	1,055,424 50
Collateral Loans	46,960 00
Loans to Policyholders	759,578 75
Premium Notes and Policy Liens	61,669 61
Bonds and Stocks owned	2,175,216 11
Net Premiums outstanding and deferred	226,501 34
Interest due and accrued	42,406 90
Cash in Banks and in Office	174,474 29
Other Assets	77,567 40

Total Admitted Assets \$4,698,252 10

LIABILITIES

Reserve on all outstanding Policies	\$4,053,324 93
Reserve for Losses Incurred	66,014 60
Interest and Premiums Paid in advance	19,517 48
Reserves for Taxes payable during 1920	41,512 56
All other Liabilities	13,159 79

Capital Stock \$250,000 00

Assigned Surplus (Deferred and Annual Dividend Funds) 153,816 51

Unassigned Surplus 100,906 23

Surplus to Policyholders 504,722 74

Total \$4,698,252 10

Insurance in Force---Paid for Basis, \$39,558,166

INCREASES MADE DURING 1919:

Insurance in Force \$4,690,478.00
Increase of 13.45%

Admitted Assets \$566,734.21
Increase of 13.72%

Unassigned Surplus \$ 53,225.32
Increase of 111.63%

OFFICERS:

WEST COAST LIFE INSURANCE COMPANY

JOHN A. KOSTER *President*
CHARLES W. HELSER *Vice-President*
GORDON THOMSON *Secretary and Actuary*



GENERAL

Case of American Central Life of Indiana

The insured enlisted in the military service of the United States. The insurer notified the beneficiary (mother) that if insured had entered the military service of the U. S. it would be necessary to take the notification to the company's local agent and have him take up the matter of consent to the policy continuing in force.

She did so. The agent asked for the policy also. She delivered it to him. He said he would send the policy and letter back to the company and get its consent, and send the application to the insured soldier in France to have him sign it.

All which was circumlocution nonsense, much to the discredit of the insurer.

No additional premium charge was made then for service in the army, but required the insured to agree to pay an extra charge if war mortality experience required it.

The company's agent said he wrote the young soldier on January 7. The letter might be delivered in one month or in six months.

On January 20 the soldier policyholder died in France of pneumonia. There was no war hazard. The premium had been paid. The insurer was willing to assume the hazard of war, if the policyholder would agree to pay any extra premium necessary.

The supreme court of Washington held that the contract must prevail. The company's agent might have modified the policy under authority of the letter but he did not.

Under all the circumstances it seems to us that here was a case for the insurer to act according to the spirit and not the letter of the contract. It had received the premium, there was not yet any war hazard, it charged no extra premium anyway, but in a clumsy and time-consuming way required an agreement to pay any extra premium that might be necessary.

Why didn't the company merely require the beneficiary to agree to pay the extra premium for her son?

Of course the young man never read the policy; nobody ever does. This case is

further evidence of the need of a standard form of life policy, with prominent summary of "This Company Is Not Liable For."

The above case is *Sandstedt et al. v. American Central Life of Indiana*, 186 Pac. Rep. 1069, March 8, 1920.

Great Imperial

"Imperial Valley, a Desert Reclaimed," is described, diagrammed and pictured in *Pacific Mutual News* of March 1, 1920. Secretary C. I. D. Moore of the company tells the story of this wonderful recovery of a little empire from the desert of southern California.

Imperial Valley is in the new county of Imperial, with San Diego county as western boundary and the Colorado river as the eastern. Both the main canal and the new railroad from San Diego to Yuma dip into Mexican territory.

Seven towns in this county are below the sea level. Calipatria is 180 feet below. Brawley is 110 below. In this warm valley people wear only as much clothing as the law requires, and they live chiefly on icecream. In Imperial and Colorado river valleys, and in Mexico, there are 1,700,000 acres of irrigable land.

The pleasing pictures and Mr. Moore's story of Imperial Valley are ample evidence of new values created by the canal flowing northward from the Colorado and of general prosperity in this reclaimed desert, noted for alfalfa, cotton and melons.

\$1,500 for Monkey Bites

Four years ago in Pasadena, Cal., an escaped chimpanzee entered a window of a house and struck down a 6-year-old boy, scratched and bit him about the head, and got away burglar like. Plaintiff boy was awarded \$1,500 damages. The appellate court has just affirmed the award and fined the defendant \$100 for appealing the case on trivial grounds.

The way to make official friends for the companies is to abuse state insurance officials—it appears.

Canada has a prosperous Mutual Life, now fifty years old.

GENERAL

Deceiving Our Sailors and Soldiers— Scandalous Conduct of Agents

We printed the report of the Government's soldier and sailor insurance department, under the heading "Scandal." The private insurers have urged their agents not to try to substitute their policies for those issued by the Government, and have repeatedly admitted that the latter are the cheaper too.

Yet recently in southern California several agents were found "knocking" the U. S. insurance and seeking by misrepresentation to persuade men in uniform (and out) to give it up and take out their higher cost private insurance. And more recently unscrupulous agents in New York City greeted men just returned from France and lied to them about insurance furnished by the Government, and undermining their confidence tried to substitute private company policies.

In all cases these dishonest agents represented the giant companies, we hear.

The companies themselves will gain little or nothing by this villainous twisting, for very little of such stolen soldier-sailor business will remain long on the books. The Government is having hard work to retain a fourth of the amount written.

Life insurance appeals to few single men; and young married men of the type and age of the average soldier or sailor will not long sacrifice present pleasures to leave an estate when dead.

By the way, we have not read of

loss of license by any of these agents who knock U. S. life insurance for the country's defenders.

Dam Damage Insurance Needed

Stories of breaking dams and subsequent flood damage are not infrequent nowadays. Power, water supply, and irrigation dams have become very numerous. New dam projects are announced. Now and then one of these dams breaks and the flood usually damages buildings or crops, or destroys live stock. Today's paper tells of a dam breakage and the drowning of 1,000 head of sheep.

Unlike river floods, dam floods are not restricted to the same territory year after year. They occur in rainy countries and in arid lands. Any property-owner below a dam is liable to a flood damage sometime.

Do not these widespread dam-flood losses indicate possibilities of profitable insurance, at an attractive low premium rate?

Many Lapses Will Follow

The extraordinary amount of new life insurance, much of it written because of influenza and the depreciated dollar, will be followed by the lapsing of a tremendous amount of life insurance when normal conditions return, as return they must.

Unemployment, lower wages, and the return to the "gold standard," will be followed not only by a decreased amount of new business but also by a great volume of lapses. Men now able to carry only a \$10,000 policy will then be able to carry only one for \$5,000.

LIFE

Industrial Life Agents Are Underpaid

The world over the men who gather business and nickels for the industrial insurance companies are and always have been underpaid.

The work is hard and is congenial to only a few: and to the latter only is the remuneration fairly good.

"The only good feature of this work," said one solicitor-collector, "is that I am my own boss—or think I am."

The most of industrial work is in cities and large industrial towns. The business is an aid to general life insurance, for men and women who take out \$500 policies are good material for \$1,000 and \$2,000 a little later.

Our big life insurance companies could afford to operate industrial branches as feeders for the ordinary branches; for the industrial agent is always introducing good "ordinary" risks not otherwise canvassed.

What is \$15 a week for the everyday sort of industrial agent? What does it amount to in ordinary times when he can buy a good suit of clothes for \$25 or \$30? The industrial solicitor is not afraid of industrial insurance by the state, which may be near.

In England there is a union of life insurance workers, and with the aid of this union the industrial canvassers for the Pearl struck for living pay. The strikers won some advance, and now are paid a minimum commission-pay of \$12.50 a week on 20 percent books to collect \$62.50 a week, and on 17½ percent books to collect \$85 a week the minimum pay is \$15 a week.

The English industrial writing also ordinary, accident and fire business affords the industrial worker opportunities to earn some additional commission among the poorer classes.

The Bankers Life Bulletin, published by the Bankers Life of Des Moines for its field force, is making every effort to secure from members of its own field force, most of the copy for the publication. The theory is that the men can profit much by their own

experiences and are more especially interested in the actual and practical sales talks of their own number than in theoretical articles from other sources. This ought to be true.

Right of Fraternal Alternate Beneficiaries

Where alternate beneficiaries (daughters) are named and the primary wife beneficiary dies and the husband remarries but does not change the beneficiary, the daughters by first wife receive the insurance money. The trial court ruled otherwise but the supreme court of Washington holds that the right of the alternate beneficiaries was not affected by the remarriage of the insured member after death of the wife and mother. *United Artisans v. Johnson*, 186 P. 1065.

Imagine Death Will Occur

It will aid common sense and prudence to sometimes reflect that one's death may occur suddenly next week or next month.

Influenza put a quick stop to the functioning which we call life, for hundreds of thousands of men and women; but other forms of illness, as well as accidents, are doing likewise every day. It is not necessary to have influenza before dying of pneumonia.

Grown-up people are now dying of measles and scarlet fever; and younger folk are dying of apoplexy and heart failure.

Just imagine the possibility that disease or accident will next week or next month end your life, and ask yourself:

Is my life sufficiently insured for the protection of my dependents?

Is my will up to date and as I prefer it?

Have I mentioned in the will everybody with any legal claim on my bounty or my estate?

Are my affairs in shape to prevent uncertainty as to their disposition or disentanglement?

I have not forgotten that a life insurance policy is an unbreakable will; but have I sufficiently counseled with my wife as to the disposition of the life insurance proceeds and other money?

Work is always healthful.

FIRE

Great American Insurance Company of New York now has Capital of \$10,000,000, and Net Surplus of \$11,010,376.

The payment by stockholders of \$5,000,000 additional capital makes a total cash payment by such stockholders of \$11,500,000 for the protection of their policyholders, applied as follows: capital, \$10,000,000; surplus, \$1,500,000. This is the largest amount paid in cash by stockholders of any insurance company for the protection of its policyholders, and makes the company one of the leading insurance corporations of the world, furnishing security under its contract second to none. The entire assets of over \$38,000,000 are invested in gilt-edge American securities and available in case of need. Geo. H. Tyson is the Coast general agent.

Proceedings 25th and 26th Conventions of Pacific Coast Fire Chiefs

One convention was held in Oakland and the later in Portland, in September. The Proceedings book is just from the press, about 100 pages, all interesting. The next convention, this fall, will be held in Los Angeles.

Chief Elliot Whitehead of Oakland is president; ex-Chief H. W. Bringham of Seattle is secretary.

It is plain that the fire chiefs derive much benefit from these conventions.

Chief Otterson said that looking out for overinsurance is very important, and this includes the watching of suspected fly-by-night merchants. In brief, watch out for firebugs.

Chief Whitehead and Chief Foster favored triple-combination apparatus, carrying pumps, hose, and chemical tanks.

The association went on record as favoring the 2-platoon system.

Chief Whitehead said that some of Oakland's high pressure mains laid eight years ago had given way because of electrolysis.

Seattle, Mar. 16.—Bay View Milling Co. bldg Ninth av. s. and Hanford st. burned; loss \$20,000.

The North Carolina Home of Raleigh, N. C., Increases Capital \$200,000 (Additional Paid in by Stockholders) and Will Soon Operate on the Pacific Coast

The North Carolina Home, which is owned and controlled by the Great American Insurance Co. of New York, has recently increased its capital by the addition of \$200,000, and will extend its operations in the United States including the Pacific Coast. It is an old established company, incorporated in 1869. Applications for agencies for the Pacific Coast territory should be addressed to Geo. H. Tyson, general agent, 210 Sansome st., San Francisco, who will be the Pacific Coast representative as soon as the company is entered in the more important states in the Coast field. With such powerful backing as the Great American, it will no doubt receive a fair share of Pacific Coast business.

Western Assurance Co.

The home office statement of this old Toronto company shows \$8,337,953 assets, of which \$2,500,000 is paid up capital. Premiums last year were \$5,310,388, of which the marine department produced \$2,024,106. The fire loss ratio was less than 43 plus percent. The Western is represented in this Coast field by Miller, Henley & Scott.

Automobile

Automobile Decision.—In an action on a policy insuring an automobile against sinking during transport by water, unconnected findings of \$1,300 as the total damage done the car, and also in such amount as the amount of damage done before the automobile slipped off the sunken ferry, held not necessarily in conflict, in view of the charge permitting the jury to deduct any sum from the total damage they might find due to the negligence of plaintiff owner or his agents in failing to get the automobile out of water sooner.—*American Automobile Ins. Co. v. Fox*, 218 S. W. 92.

Tipton, Cal.—Franklin garage burned.

Barsotti Appointed Assistant Manager

Manager F. M. Avery announces the appointment of Charles L. Barsotti as assistant manager of the Pacific department of the Fire Association of Philadelphia, the Philadelphia Underwriters and the Victory Ins. Co. of Philadelphia.

Manager Avery notifies his agents as follows:

"It affords me much pleasure to announce the appointment of Mr. Chas. L. Barsotti as assistant manager of this department.

"This announcement is made in recognition of Mr. Barsotti's long and faithful service with this company. He is so well and favorably known to the majority of our agents, having previously been superintendent of agencies of this department, that no introduction is necessary.

"I feel that you will heartily endorse our action and be pleased to hear the news of his promotion."

Timely Coast Rains

Everywhere in the Pacific West there was a long serious drouth, until recently. We now report timely rains, helpful to or saving the crops. Fine March rains everywhere, but little growing weather. Sacramento reports half of normal. Fresno, normal. Eureka and Red Bluff, about half. San Francisco and San Jose vicinities, half. Los Angeles, near normal and two inches more than San Francisco. San Diego, nearly normal. Snow in the mountains, but much less than needed. Water table still much lower than normal. Good reports from the Northwest. Crops and grazing will be better than was feared. Late rains are assuring hay and grain crops. Fruit benefited.

The Aetna has \$37,114,626 assets, a gain of \$5,039,848.

President Snow of the Home and Franklin has been also elected president of the City of New York.

Sand-Blinded Autoist Overturns Car

Dick and Simpson Managers for the Connecticut and Westchester

President Edw. Milligan of the Connecticut Fire Ins. Co. and President O. W. Schaefer of the Westchester Fire Ins. Co., recent visitors in San Francisco, have made the following announcement in reference to appointments previously mentioned in a Coast Review bulletin:

ANNOUNCEMENT

Effective April 1, 1920, Messrs. Frederick S. Dick and Harry L. Simpson will assume the management of the Pacific Department of the Connecticut and Westchester Fire Insurance Companies in succession to the late Mr. Benjamin J. Smith. Mr. Dick, formerly assistant manager, is an old employee of the department, and the painstaking, intelligent and efficient character of his work has fully earned the recognition which has come to him. Mr. Simpson has had a long and intimate association with Pacific Coast underwriting affairs in office and field, and he will, we confidently believe, do his full part in continuing henceforth the high standards established and maintained by our late manager.

Liability—Cost Does Not Include Interest

Under an indemnity policy limiting the insurer's liability for one accident to \$5,000, requiring it to defend suits at its own cost, and prohibiting insured from settling claims, except at his own cost, the insurer's liability, exclusive of costs, was limited to \$5,000, and did not include interest thereon during the time it was unsuccessfully attempting to prevent a recovery against insured; the term "cost" not including interest.

A policy binding the insurer to indemnify insured against loss by reason of liability for damages on account of bodily injuries does not indemnify against liability, but against loss from liability, and there is no loss on which interest can accrue until the judgment which is the subject of indemnity is paid.—Robert Gair Co. v. Travelers' Ins. Co., 180 N. Y. S. 163.

The Glens Falls will write hail business.

FIRE

No Right to Expect It

Running over the figures of companies by states in the Pacific West, as published by Coast Review, we were struck by the fact that some recent comers had written about as much business, here and there, as was written by companies operating in this field many more years. The more recent comers were not as strong financially either.

Perhaps this fact has some significance.

When a company has operated in a field for a long time, and has made a good record, it has made many good connections and is favorably known to an increasing number of property-owners. These are sources of steady and growing business. A newcomer has no reason, as a legitimate competitor, to expect to butt in and secure a large share of business at the start; yet some of the new people appear to expect to liberally share not new but old business with those who have long established agencies.

When an office on the outside enters the Board and makes new contracts with its agents, and is given time to get in line, it should expect to lose some business; but we are assured that in one case the former free lance was quite sore over the loss of premium income and let out its man. Yet it isn't in the nature of men who have been attracted by higher commissions and lower rates to wholly continue as before when commissions are reduced and the competitive advantage of lower rates is withdrawn.

Not Liable for Fire Communicated

If a fire is purposely started on a corporation's premises by an officer, agent, or employee, the setting of the fire and the destruction of its property is outside the course of employment, and the corporation is not liable for his act to one whose property was destroyed by fire communicated from its premises.—*Archuleta v. Floersheim Mercantile Co.*, 187 P. 272. (N. M.)

Heating Painters' Lamps

A dangerous practice, which we understand is becoming prevalent in this district, came to light—literally and figuratively—the other day, when an explosion of a painter's benzoline lamp took place. In order to get these lamps to vaporise quickly painters make a practice of standing them for a short time on a bar of the kitchen fire-grate or other similar place where they will heat up quickly. In the instance we have quoted the lamp was left a little too long in one of these dangerous positions, and, of course, exploded, blowing out the panels of two doors, two window frames, bringing down the plaster from two ceilings, and resulting in the kitchen of the private house in which the painter was working being absolutely burned out, and incidentally injuring several of the people in the house, but leaving untouched an inverted gas mantle! Manchester Policyholder.

The Fireman's Fund field men reporting to the home office was held in Washington Birthday week in the Home of Service building. It was an exchange-of-ideas meeting, profitable as well as entertaining.

Whitney Palache's many friends on this Coast were delighted to hear of his appointment as manager of the United States department of the Commercial Union Assurance, and at the same time are sorry to have him leave the Hartford Fire, of which he has for some years been a vice president, and for which he was for years a special agent and later general agent on this Coast. But it is recognized that the U. S. management of the Commercial Union is one of the great "prizes" in this business.

COMPENSATION

RISK NOT ASSUMED

Where a servant complains of a dangerous condition, and informs the master that he will quit work unless it is remedied, and the master by words or acts, if not by absolute or express promises, agrees to remedy the condition, the servant may continue for such reasonable time as appears proper for changing such condition, relying upon such promise without assuming the risk.—*Johnson v. North Coast Stevedoring Co.*, 186 P. 663.

POLICEMAN AN OFFICIAL

Police patrolman of the city of Chicago, killed by a charged electric post, bent over the sidewalk and obstructing it, which he was endeavoring to straighten, in view of the incorporation act of the city, held an "official," not an employee, of the city, excluded from the provisions of the Workmen's Compensation Act by section 5.—*City of Chicago v. Industrial Commission*, 125 N. E. 705.

ICE ON STATION PLATFORM

The presence of ice on a station platform, which caused a gangplank placed by trainmen between a car door and the platform to slip, allowing a heavy barrel they were moving over it to fall, by reason of which one of them was killed, held not to establish negligence of the company, there being no evidence that it had knowledge of the ice or showing how long it had been there, and deceased, who saw and knew of the ice, held to have assumed the risk therefrom.—*Hatton v. New York, N. H. & H. R. Co.*, 261 F. 667.

JANITOR'S ACT

An apartment house janitor, in assaulting a child, by throwing her off the sidewalk, to stop roller skating on the sidewalk, annoying tenants who have complained to him, does not act within the actual or apparent scope of his employment, so as to render the owner liable.—*Muller v. Hillenbrand*, 125 N. E. 808.

COMPENSATION NOT DAMAGES

Compensation awarded under the Workmen's Compensation Act is not damages for injuries sustained, but is compensation pure and simple, being merely another term for salary or wages.—*Woodcock v. Board of Education of Salt Lake City*, 187 P. 181.

AUTO RIDE

Where deceased was invited to ride in defendant's automobile by the chauffeur not on defendant's business, and contrary to his orders, defendant is not liable for his death, though caused by the chauffeur's negligence.—*Rolfe v. Hewitt*, 125 N. E. 804.

AUTO-OWNER LIABLE

Where defendant kept a motor-car for the use of himself and family, including an infant son, and at the time of the accident the son was using the car with the defendant's consent, defendant is liable for the negligence of the son.—*Miller v. Weck*, 217 S. W. 904.

PROPERLY CLASSIFIED

High-salaried employee of electric gear shift manufacturing company, whose occupation, consisting of both office work and traveling, was that of interesting automobile manufacturers in the electric gear shift, and procuring contracts for equipment of automobiles therewith, and who, in visiting manufacturers, used automobile, given him for his personal use, to show how automobile was equipped with such gear shift, was not an "automobile dealer demonstrating" or a "salesman traveling, selling, operating exhibiting, or setting up machinery or implements or automobiles," within classification set out in manual of rates of accident insurance company, but was properly placed in the classification of "office duties and traveling," where such classification more accurately described occupation than any other in manual.—*Warren v. Globe Indemnity Co. of New York*, 176 N. W. 73.

There are several railway tunnels exceeding a mile in length in California.

CHIPS

—

—Maj. Chas. Christensen's 81st birthday occurred on February 12, and found him in good health and "eating three square meals a day," he says.

—Holders of Liberty bonds should have them registered; certainly those in country towns. Interest is then paid by check.

—Sprinkler Leakage Caused by Lightning.—A policy insuring against damage from sprinkler leakage, and providing that the company should not be liable for loss by fire, or leakage caused directly or indirectly by fire, or for loss caused by lightning, cyclone, tornado, or windstorm, etc., held, in view of the other exceptions and the main purpose of the policy, to include loss from leakage caused by a tornado, which injured the sprinkler system, etc.—*Maxwell v. Springfield Ins. Co., of Springfield, Mass., 125 N. E. 645.*

—Mortgagee—Subrogation.—Where a mortgagee insures the hypothecated property at his own expense, the insurer, paying a loss by fire to such mortgagee to the amount of the debt, is subrogated to the mortgagee's right in such debt, since the insurance contracted and paid for by the mortgagee in effect makes the insurance company a surety to the holder of the mortgage for the payment of the debt.—149 P. 542.

—Marine.—Procuring a single policy and guaranteeing rate of premium is not "conduct of insurance business," rules supreme court of New York.

—Cannot Recover.—If plaintiff had no insurable interest in the property, a policy of fire insurance never attached, and plaintiff cannot recover on draft given in settlement for loss.—*Morrison v. Boston Ins. Co., 125 N. E. 698.*

—Not long before the San Francisco conflagration, which wiped out about 35 companies, Coast Review Chart reported the retirement of 34 fire companies in the preceding year. Before the war an average of 10 a year retired.

—The Hartford Fire now has \$50,590,485 assets, against \$39,723,889 the year before.

—Burglaries in Coast cities are as numerous as ever. The wave of crime has a back flow.

—At Crow's Landing, Cal., burglars entered the safe deposit vault of a national bank and stole only Liberty bonds from the boxes. Total loss about \$50,000; acetylene torch burned out the lock.

—Correspondence.—We receive inquiries from many sources. Where it is possible, the information is immediately given. Otherwise, the letter is filed, and further efforts are made. If not possible, the letter usually remains unanswered. This explains why your letter was not answered. No information on the subject. We some times receive requests for facts and figures and charts running back to 1905. The Pacific Year Book is no longer published, the cost exceeding sale receipts. But we still receive orders for it from people 3,000 miles or less away.

—Liable for Fire Started by Lightning.—Under an ordinary fire policy, which provides that insurer shall not be liable for loss by lightning, the insurer is liable for loss by fire started by lightning, although not liable for damages caused by the lightning itself. *Maxwell v. Springfield Ins. Co., 125 N. E. 645.*

—The Book of Proceedings of the Annual Meeting of the Fire Underwriters Association of Pacific will contain a fine memorial portrait of Richard Marsh, the well-known San Francisco counterman, who began work with Manager George D. Dornin, and later was with General Agent Carl Henry, and for several years past was with Manager George W. Dornin.

—Layton, Utah, bank's safe-deposit boxes cracked by cracksmen and contents taken.

—Accidental drowning causes about 7,000 deaths a year in the United States.

—In the death registration area of this country, last year, one-third of the total deaths were caused by influenza and pneumonia, and nearly all in the last quarter. Influenza and pneumonia deaths were about equal in number.

—Beware of the ill fed man.

Divided Authority in the San Francisco Fire Department

The "political push" in San Francisco are still fighting Fire Chief Murphy, who opposes politics and inefficiency in the city fire department. At the recent Berkshire Apartments fire the chief gave five fire alarms.

It was an emergency case, but the supervisor of assignments, an employee of the fire commission, countermanded some of his orders. This is divided authority which makes for inefficiency of the fire department. The fire chief should have full authority and be wholly responsible.

Chief Murphy won in this controversy. He will have authority in assigning companies, assistant chiefs, and battalion chiefs, subject to the Board of Fire Commissioners.

When the two fireboats were put out of commission, the chief assigned two companies to the waterfront for its protection; and then there was an uproar of protest.

Underwriters and trade organizations supported the chief. His ability as a fire-fighter is recognized and his determination to keep politics out of the fire department is approved by all good citizens.

"Assignments," referred to above, mean the movement of fire companies from one station to another with succeeding alarms. The city charter gives this authority to the fire chief, but the fire commissioners some time ago conferred this authority on an employee.

Good Sign

We are receiving many requests for sample copies. New men are entering the business or coming here from the East.

British Columbia.—The Vancouver Island Fire Underwriters and the Mainland Fire Underwriters boards are to be combined and known as the Underwriters' Bureau of British Columbia.

Fireman's Fund Record for March contains the portrait and a "bio" sketch of Edward Randall, general auditor of the company, who began insurance work in New Orleans.

Fire

Reno, Nev.—The Beulah school teacher, Maude Clifford, has been freed of the charge of arson. Both the school house and the Hill dwelling, it is now known, were fired by an overheated stove, kindled by children.

Los Angeles.—Fertilizer plant next to city garbage dumps burned with \$40,000 loss. L. A. Fert. Co. owner.

OFFICE BUILDING AND PATTERNS

Cincinnati, March 9.—Office bldg of Elmwood Casting Co. plant burned today, together with a large amount of patterns. Loss about \$400,000.

WOMAN BARBER SHOP

Sawtelle, Cal. — Mrs. Emma Arnott's "woman barber shop" burned. This is the second fire. She had received several letters warning her to get out of business or "they" would get her. These letters were written by women, supposed to be jealous wives of men shaved at the woman's barber shop.

INCUBATOR FIRE

A farmer's wife in California was so badly burned when incubator lamp exploded that she soon died.

CANDY FACTORY

Hastings, Neb., on the Platte, lost a 3-story block in business section, with \$200,000 loss.

MINE

Cripple Creek, Colo. — Shaft-house, ore-house and compressor on Bluehill burned, with \$80,000 loss.

The Hartford Fire held a conference meeting recently, of its general agents, in Atlanta, Ga. General Agent Hewitt of the Coast department attended.

Merchants Fire of New York made good gains in assets and surplus in 1919.

Commercial Union of London shares are to be \$12.50 paid instead of \$5.50, by a stock dividend.

The Weekly Underwriter of New York is the only illustrated insurance journal in the world.

BUSINESS**Prepayments Are Expensive**

Federal Land Banks make heavy charges for prepayment privileges when they have the opportunity.

Mr. L. Moore made a loan on December 18, 1918, with the Federal Land Bank of Wichita, Kansas, for the amount of \$9,500.00. Mr. Moore gave a mortgage for \$9,500.00 and he received \$9,025.00 in cash. \$475.00 was deducted on account of the 5% Federal Land Bank stock. Within a few months Mr. Moore sold his farm to Chas. Ashford. Mr. Ashford declined to buy the land unless the Federal Land Bank mortgage was removed, as he was unfavorable to the amortized loan proposition and he did not want to borrow so large an amount. The necessary arrangements were made with the Wichita Federal Land Bank to permit Mr. Moore to pay off his Federal Land Bank loan so as to complete his sale to Chas. Ashford. On April 16, 1919, the Federal Land Bank loan was paid off. The loan had been running four months, from December 18, 1918, to April 16, 1919. The Wichita Federal Land Bank charged Mr. Moore a bonus of $\frac{1}{2}$ of 1% per year for the four and two-thirds years unexpired before the five year optional payment date. It cost Mr. Moore exactly \$211.00 to secure the privilege of paying off his mortgage four months after it was given. He was obliged to pay \$172.71 interest on \$9,500.00 and \$211.00 bonus for the privilege of prepayment, making a total cost of \$383.71 for the use of \$9,025.00 for three months and twenty-eight days. It is well to bear in mind constantly

that the \$475.00 deducted for the 5% stock was not in his possession to use during the four months, therefore he paid interest on money that he did not have.

NEWSPAPER HEADLINES

When Picking Up Hat, Girl Run Over by Auto

Leg Broken in Two Places by Auto

Burglars Get Family Silver

Bandit Slugs and Robs Merchant

Redondo, Cal., Quake Sounds Like Underground Thunder, But Does No Damage

Auto Wrecked by Train

Bee Is Cause of Death

Auto Hits Man; Death Follows

\$40,000 Auto-Damage Suit

Burglars Lug Safe from Office and Blow It Up

Auto Dashes Into Soldiers on Hike

Burglars Burn Way Into Vault and Steal \$30,000 Wines and Liquors

New Hotel-Clerk Steals \$10,000 Jewels

Burglars Rob Bank's Safe-Deposit Boxes

He's a fool who does his own doctoring.

He's a fool who does his own lawyering.

He's a fool who does his own insuring.

Wreckers Sentenced

The Pittsburg Life and Trust was started solely as an absorber of weak companies. The Washington Life was one of them. It had substantial assets and a skyscraper. Others were taken over.

The stockholders "got cold feet" or were tempted, and they quietly sold out to New York adventurers, and were paid by the latter out of the Pittsburg's surplus.

Then the Wallingfords got very busy and began swapping Washington Life realty for Southern lumber stock. That started an investigation and the fireworks.

The two Birdseye and the one Montgomery schemers, Pittsburg Life Company officers and wreckers, have been sentenced each to a year and a half jail life. Something like \$7,000,000 good assets were wiped out by these New York City adventurers.

Berkeley, Cal.—Federal Reserve Bank's business fell off \$1,296,400.

Deposits in Banks Should Not Be Taxed

Tax blanks required depositors to report all commercial deposits in banks to be listed for taxation. General prosperity depends on the amount of money so deposited, which earns the depositor nothing but which is actively adding to the taxable wealth of the community and may be paying taxes as invested by the borrowers. Imagine the encouragement of bank depositing in a community taxing \$7 on the \$100! The only encouragement is that given to perjury.

The Pioneer Life Ins. Co. of America has changed its name to Continental, that of the Salt Lake company it took over.

Defalcation.—The ex-sheriff at Corvallis, Or., pleaded guilty to a charge of defalcation of public funds and was at once sentenced to five years in the penitentiary, Amount missing is \$6,500.

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen



FOUNDED 1868

Assets

\$50,461,694 27

Capital and Surplus

\$5,831,422.31

Managers for Life Department

KILGARIF & BEAVER,

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

Pacific Mutual Bldg., Los Angeles

Managers for Accident Department

F. A. STEARNS,

Shreve Building, San Francisco

The PASCHALL-JONES CO.

Story Bldg., Los Angeles

Paid-for Life Insurance. \$265,796,787.00

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242
Fire and Marine Assets
\$68,320,967
Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager *H. R. BURKE, Asst. Manager*

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Past Due Notes Must Be Paid Though Without Consideration

In suit by insurer against insured upon unpaid past-due notes given for first annual premium on life policy delivered to and accepted by insured, a recovery of full amount thereof with interest and attorney's fees, cannot be defeated on ground of a failure of consideration, in that policy in terms was not to be in force until first premium had actually been paid, and that failure to pay any premium note would avoid it.—*Graham v. Maryland Mut. Life Ins. Co.*, 102 S. E. 32.

"Dead" Insured Man Returns

Wm. B. Craig, insured in the Woodmen, disappeared nine years ago. The "widow" waited two years too long before suing for a "legally dead" certificate. While the case was in a San Francisco court, Craig wrote to his sister from Los Angeles, telling her that he had just arrived from the East. Handwriting recognized as his, and suit was withdrawn. Now the constable is trying to serve a warrant on Craig for failure to provide for his family.

Coast Review was the first American paper to print facts of the death of Ambrose Bierce, the famous San Francisco satirist. That was some months ago. Now an evening paper is applauding itself for printing the same news, this week.

First Principles of Life Insurance

The first principles may be briefly stated as—

Current mortality cost.

Current expenses and taxes.

Contributions to a sinking fund to meet the increasing mortality cost of increased age.

Investment of such funds safely at compound interest, as a reserve required by law based on a stipulated interest.

British Life Gains

British life offices have been doing a largely increased amount of new business. Last year they generally doubled or nearly doubled their new business as compared with the previous year's totals.

Foreign

The Guardian of London and the Legal & General failed to fuse, the shareholders of the latter declining the offer of the former company. The big London merger rumored is not materializing.

Victoria lost its oldest citizen last week, a man over 102 years old. His sister died when near 100.

Fire

Sydney E. Locke, secretary of the Hartford Fire, has been promoted to the vice presidency.

HOTEL

The Capital, the oldest hotel in Battle Mountain, Cal., wholly destroyed by fire.

LICORICE PLANT

San Francisco.—Two-story frame building 379 First street—damaged \$7,000 by fire starting in heater.

U. S. Senator Reed Smoot is now a member of the Board of Directors of the Utah Home Fire.

Fidelity Mutual of Dallas is a new and hungry fire baby.

Vulcan Fire stock, \$10 par, is now \$20 asked.

The Western Assurance (Miller, Henley & Scott) made a net profit of three-quarters of a million last year.

California Insurance Department

Licensed: Norwich Union Indemnity Co.; Title Ins. Co. of Riverside, Cal.

Rent insurance is easy to write now.

California again leads in the production of gold for the year 1919.

The Travelers is to have \$7,500,000 capital

National Surety Company

NEW YORK

Financial Statement December 31, 1919

ASSETS

INVESTED ASSETS:

Liberty Bonds (Including Em- ployes' Unpaid Balances)	\$ 4,042,966.96
Stocks and Bonds (At Cost) and Mortgages	10,140,499.12
Real Estate	75,428.92
	<u>\$14,258,895.00</u>

CURRENT ASSETS:

Cash on Hand	\$2,832,172.27
Accounts, Receivable	747,800.13
Outstanding Premiums	2,412,276.85
	<u>5,992,249.25</u>

DEFERRED ASSETS:

Accrued Interest	141,740.61
	<u>141,740.61</u>

TOTAL ASSETS:

	\$20,392,884.86
--	-----------------

*Insurance Department average values used.

NOTE--The Company owns salvage and other assets estimated to be worth over \$500,000 which are not included in determining the surplus. Reinsurance in unauthorized companies not deducted.

LIABILITIES

CAPITAL AND SURPLUS:

Capital Stock	\$5,000,000.00
Surplus	5,512,028.43
	<u>\$10,512,028.43</u>

CURRENT LIABILITIES:

Accounts Payable (Not Due)	\$ 787,086.72
Dividends Declared (Payable January 2, 1920)	120,000.00
	<u>907,086.72</u>

DEFERRED LIABILITIES:

Accrued Commissions (Not Due)	484,325.47
-------------------------------	------------

RESERVES:

For War Income Tax and Pre- mium Tax	\$ 257,348.07
For Contingent Claims	2,092,153.10
For Unearned Premiums (Pro Rata)	5,067,777.82
For Premiums over 90 days past due	452,254.27
*For Depreciation from cost of securities	619,910.98
	<u>8,489,444.24</u>

TOTAL LIABILITIES

	<u>\$20,392,884.86</u>
--	------------------------

WORLD'S LARGEST SURETY COMPANY

REAL ESTATE

Plaintiff brokers, who had been appointed sole agents to sell defendant's apartment house leasehold and fixtures, may recover their agreed percentage of purchase money, received by defendant from a sale effected through another agent, after negotiations instituted by plaintiffs with another party had been abandoned because of the defendant's inability to convey a satisfactory title.—Brownell v. Hanson, 186 P. 873.

Plaintiff realty broker, having secured acceptance of defendant's offer to exchange his property for that of others, earned his agreed commission and is entitled to same on defendant's refusal to consummate the exchange.—Goodrich v. Turney, 186 P. 806.

Where premises, which tenant had agreed to keep in proper repair during the three-year term and to deliver up in good order and condition, needed painting at time of surrender, landlord was entitled to recover cost of painting premises.—Feuerberg v. Polsky, 180 N. Y. S. 103.

J. P. Treanor and Frank Dickson have moved into the Canadian Bank building on California street.

FIRE**LIGHT WELL FIRE**

Hotel at 238 O'Farrel st., San Francisco, caught fire in its light well. Flames ate into adjacent rooms.

WAREHOUSE

Montreal had a warehouse fire with \$750,000 damage. Contents include grain, tobacco and shellac.

APARTMENT HOUSE

The long-expected apartment building fire on Pacific Heights, San Francisco, has occurred at 2335 Pacific avenue. West side destroyed and third and fourth floors badly damaged. Building five stories, built in 1906. Fire marshal thinks fire probably started in live coals in the garbage chute.

POWER HOUSE

At Portland the R. L. & P. Co., a substation burned with loss of \$85,000.

U. S. Manager H. N. Kelsey of the London & Scottish is appointing general agents.

The Pacific Fire and the new Bankers & Shippers are operating conjointly.

The Glens Falls will write hail insurance on this year's growing crops.

Please fill out and send Coast Review's California and Coast blanks at once for preliminary sheet.

NEW PACIFIC DEPARTMENT**Merchants Fire Assurance Corporation** ^{OF} **NEW YORK**

Organized 1910

Capital, - - \$400,000.00**Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113****Prominent Stockholders****Conservative Management****Merchants Underwriters Agency** ^{OF} **NEW YORK****Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113****PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.****GEO. L. McINTIRE, Sec'y**

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME INSURANCE COMPANY NEW YORK

Riot and Civil Commotion COVER

***Full Protection Against Loss From
RIOT --- INSURRECTION --- CIVIL COMMOTION
INCLUDING STRIKE EXPLOSION***

FIRE and ALLIED BRANCHES of INSURANCE

Fire, Lightning, Automobile, Explosion, Hail, Marine (Inland and Ocean), Parcel Post, Profits and Commissions, Registered Mail, Rents, Rental Values, Riot and Civil Commotion, Sprinkler Leakage, Tourists' Baggage, Use and Occupancy, Windstorm, Full War Cover.

STRENGTH

REPUTATION

SERVICE

BUSINESS

Seeing in increased production a means of restoring normal business and price conditions, the Chamber of Commerce of the United States, it was announced today, will make its eighth annual meeting, to be held at Atlantic City April 27 to 29, an "Increased Production Convention."

This subject is considered of such importance that in working out a program for the meeting every topic will be considered from this viewpoint. Lack of production, it is pointed out, is one of the chief causes of the high cost of living, which cannot be reduced until more goods are put on the market. The present is a seller's and not a buyer's market. Prices have been

forced up by competitive bidding. This in turn has made necessary unusual wage increases, with a still further rise in manufacturing and production costs.

Even with the exchange situation as it is, with its threatened curtailment of exports to Europe, manufacturers generally believe it will be a long time before production in the United States catches up with the demand for goods.

The Pennsylvania Co. for Insurance on Lives and Granting Annuities is 108 years old and actively engaged in business.

Some underwriting seems dictated by the ouija board.

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT

WESTCHESTER

FIRE INSURANCE CO.

FIRE INSURANCE CO.

OF

OF

HARTFORD

NEW YORK

ESTABLISHED 1850

ESTABLISHED 1837

FRED'K S. DICK and HARRY L. SIMPSON,
MANAGERS

PACIFIC DEPARTMENT
SPRINGFIELD

F. & M. Ins. Co.
of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 13,224,033 34
Total Liabilities	10,698,313 46
Net Surplus	2,525,719 88
SURPLUS TO POLICYHOLDERS,	\$5,025,719 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. GRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

LIFE

The death of M. Bernstein, a leading producer for the Bankers Life of Des Moines in the Rocky Mountain field, occurred in Denver on March 10. Mr. Bernstein was stricken with a severe illness while in San

Francisco, on his way home from the Company's School of Instruction in Los Angeles early in January. He recovered sufficiently to return to his home in Denver, but was unable to regain his strength, and his illness resulted fatally.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

FIRE

In a lecture to insurance women, given under the auspices of the Insurance society of New York, Chas R. Perkins said:

"There are far too many agents. I am reminded of a town of 16,000 people, where there are only five agents. These agents have a little club, where they meet daily at luncheon. When a special agent with a new company comes to town he is invited to luncheon to meet with the five agents. He presents his case and if the agents feel that the company is worthy of representation they draw lots as to which agent will accept the agency of the company, with the guarantee that the new company shall re-

ceive its fair share of the business according to its size, standing, etc. In this peculiar way they prevent new agencies from springing up."


LIFE

One having no insurable interest in the life of another cannot procure a policy of insurance on such life, and a policy so procured is void at its inception.

But one may insure his own life for the benefit of another having no insurable interest therein —Hawley v. Aetna Life Ins. Co., 125 N. E. 707.

Walter Vail, general agent of the Provident Life, is a delegate to the National Prohibition Convention.

ARE YOU PLEASED?
IF NOT, SEE
US
POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA
"THE DURABLE"
MERCHANTS NATIONAL BANK BLDG.,
LOS ANGELES, CAL.



New York Underwriters' Agency
Established 1864
Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage
Assets Represented, . \$39,723,888.62
F. M. BRANCH, Manager
H. R. MANN Jr., Assistant Manager
Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO
SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.
V H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles
Chas. J. McPhee, 603 Mohawk Block, Spokane, Wash.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager
BRITISH AMERICA ASSURANCE CO.
OF TORONTO (INCORPORATED 1833)
(FIRE)
United States Assets \$2,192,173.14
Liabilities in United States 1,419,245.79
Surplus \$772,927.35
MILLER, HENLEY & SCOTT,
201 Sansome Street, - - - San Francisco
General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

The war made scarcity in many articles of daily use, for building, for the house and store, for the farmer. Ware of all kinds is short. There is plenty of work for five years to catch up, to supply things necessary for comfort and for speed and efficiency. High prices and foolish strikes will retard the restoration of normal conditions, however, and hurry on the Big Slump when unemployment and fire losses will be all too common.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager
HAROLD JUNKER, Assistant Manager

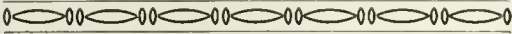
266 Bush Street, - - - - San Francisco

A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. **San Francisco:—**T. B. Clarke,
W. T. Booth. **Los Angeles:—**Wm. C. Carlyon. **Helena:—**Edwin Pendrey
TERRITORY:— Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE
Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . 920,574 63
Cash, Bonds and
Secured Loans, 1,349,594 02
Other Assets, 177,129 00
Total Assets, 1,526,723 02
J. F. CARLSTON, PRESIDENT

Underwriting Department
249 Pine St., : San Francisco
ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER



A little over a hundred years ago British life companies charged policyholders \$5 for privilege to voyage to Holland. It was a war risk.

***Life Policy Buyers
Are Invited***

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS
of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE**EXPLOSION****AUTOMOBILE****FIRE ASSOCIATION**

Of PHILADELPHIA

Cash Assets, - \$13,481,581.02 Surplus to Policyholders, - \$3,599,623.24

Philadelphia Underwriters

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$40,755,189.48 Surplus to Policyholders, - \$13,473,116.40

F. M. AVERY, Manager**Pacific Coast Department: 242-244 Sansome St., San Francisco**Supt. of Agents, CHAS. L. BARSOTTI; Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco;
GEO. F. STANIFORD, Los Angeles; SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over \$16,500,000.00**Losses Paid, Over \$100,000,000.00**

Pacific Department :

J. L. FULLER, Manager**FRANK L. HUNTER, Asst. Manager****234-236 Sansome Street
SAN FRANCISCO****Recipe for a Modern Insurance Weekly**

Buy a pair of pointed scissors. Go to a printer who needs copy for his linotypes. He will give you special rates. Call your paper Insurance and Finance Weekly. Fill it with pompous articles on Trade, Banking, Money and the Stock Market. Say a little about Insurance. The less you know on the subject the better.

Make up a dummy. Show it to advertisers. Guarantee a circulation by giving away 250 copies. The printer has trusted you for the first edition, and by mentioning as many men as possible.

Dwell much on the fact that it is a weekly and goes among business men. Try to be of as little service as possible; but talk, and pass out the glad hand. The young men back East who distribute the loaves and fishes will be greatly impressed, especially if you mention your car.

You will thereby help out the printer and should earn eats until you can find a buyer.

In Kansas the wind pulled up by the roots much spring wheat sown in a sandy soil.

Did you buy a food draft?

SPEEDWAY

The Tacoma Speedway (near Tacoma) grand stand burned, with \$40,000 loss and

no insurance. Stand contained 900,000 feet of lumber. No water to fight fire and chemicals did no good.

THE SPIRIT OF THE WEST IS
THE SPIRIT OF
WEST COAST SERVICE

"WITHOUT A VISION THE PEOPLE PERISH"

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000
Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HELSER, Vice-President

376 Pine Street,

West Coast Building,

San Francisco

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover, . . . One Dollar
Flexible Cloth Cover, . . . One-Fifty
Red Pegmoid Cover, . . . One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,685,000.00



HOME OFFICE, SEATTLE, U.S.A

**A GOOD POLICY
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

Protection to you while
living, and to yours
afterwards

Good Agency Contracts
to Reliable "Live" In-
surance Men.--Write today

Over \$75,000,000

of new business is the record for 1919 of the

BANKERS LIFE COMPANY

Des Moines,

Geo. Kuhns, President

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., LTD.

QUEENSLAND INSURANCE CO., LTD.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

The Natomas Co. has sold to date 26,601 acres of farming land at an average price of \$191 per acre. This is the great gold dredging company.

Over \$2,000,000 income tax was

paid by an oil company in California, and next day the price of gasoline was advanced 2 cts a gallon. Well, what of it? the income tax generally is paid by the consumer.

Some 5,000 years ago in Babylonia occasionally a fireman does now, the law said that if a fireman stole alas!—he should be thrown into the property from a burning building—as fire. Simple, short, and salutary.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,065,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety	Accident, Health,	Workmen's Compensation
and	Burglary, Robbery,	Automobile Liability,
Miscellaneous	Plate Glass, Boiler,	and all other
Bonds	Engine and Fly-Wheel Insurance	Liability Lines

PACIFIC COAST DEPARTMENT—California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid; \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

San Francisco Notes

There is approximately \$1,400,000 insurance on the Palace hotel.

The Balfour - Guthrie insurance agency now occupies well lighted quarters on the ground floor southwest corner of California and Battery streets. All the scaffoldings are down and the Dollar building is twelve stories high.

The authorities talk of equipping the Crowley tugboats with fire hose and pumps as an emergency harbor-front protection fleet. Like Gulliver in the capital of Brobdigna.

The greatest commercial liberty in the world is in the British Isles; the least is in the United States of America.

High Taxation—\$1 per Day per Producer

The state controller of California reports that for the past fiscal year the total of state, county, school and municipal taxes was \$125,630,577 or about \$42 per capita, an increase of \$2. If families average four members the family average of taxation was \$168 or \$14 per month. In addition is federal taxation averaging now \$40 per capita. This is a total of \$82 taxation per capita or \$328 per worker; or more than a dollar per working day. It must not be forgotten that taxes are added to the cost of things and are paid by the ultimate consumer.

One dollar per day per worker for government cost! It is a staggering load, and is one of the chief causes of the high cost of living.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

**Fire — Lightning — Tornado
Automobile — Sprinkler Leakage**

**North American Branch:
Hartford, Conn.**

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
E. Wash., E. Oregon, Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
201 Sansome Street**

Agents Wanted

**Special or Local Agents or
Clerks or News Men**

**Can Make a Tidy Bit by
Soliciting Subscriptions**

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

***This is Cash Work and
a Bonus***

**Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.**

WRITE NOW! RIGHT NOW!

CALIFORNIA

Construction work has been started on a new \$40,000 cannery in Stockton. The plant will employ about 350 workers and expects to handle 2,000 tons of green fruit and to pack 2,000 tons of grapes and dried fruit. It will be completed in time to start the season with the cherry crop.

Riverside county entered very largely into the growing of cotton last year, the value of the season's crop being nearly

\$5,000,000. The 22,000 acres in cotton last year will be increased by at least 10,000 acres this season. A new gin will be built at the new town of Ripley in the Palo Verde Valley, a new one in the Coachella Valley at Indio and one at Perris.

There were 5,731 carloads of products shipped from Turlock during the year 1919, which is the largest in its history. Cantaloupes led the list with 2,719 cars.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS \$4,693,580.00

LIABILITIES IN UNITED STATES 2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company

of GOTHENBURG

Agricultural Insurance Co.

of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.

of NEW YORK, N. Y.

Hamilton Fire Insurance Co.

of NEW YORK, N. Y.

Globe Underwriters Agency

of NEW YORK, N. Y.

Sea Insurance Co. Ltd.

of LIVERPOOL, ENG.

EDWARD BROWN & SONS

GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Oley Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

Colorado-Wyoming Tornado

They call it a gale in Denver, whether the wind blew 50 miles an hour. At Cheyenne, Wyo., the speed was 75 miles, and up in the mountains it was 100 miles. There were blinding clouds of dust and sand, and collisions of automobiles in consequence. Miles of railways were covered with sand and trains were stopped or derailed.

Much property was damaged by this windstorm, which seems to have covered 30,000 square miles of territory. Farm dwellings and out-buildings were razed or raised if you prefer.

There is some storm insurance written in this territory of parts of three states.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

GEO. ELLIOTT HUNT, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

Metric Weights and Measures

Germany, in 1871, scrapped her old jumble and put into use the simple decimal metric weights and measures, invented in 1783 by a truly great Briton, James Watt.

Now suppose one more thing. Suppose that Germany, after she had increased her own efficiency in war and trade by use of metric standards, had tried to forbid all English-speaking people the use of Watt's invention, and had tried to compel them to keep on using the antiquated German jumble. What would you think?

Well, the situation is even worse than that. Our own blindness and inertia have kept us from adopting metric standards along with the rest of the world.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1919.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	9,609,646.00
Liabilities - - - - -	7,214,228.11
Net Surplus, - - - -	2,395,417.89
Surplus for Policyholders	3,395,417.89

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

At the end of the year the number of telephone stations which constitute the Bell System in the United States was 11,795,747, of which 7,739,159 were owned by associated companies of the Bell System. The increase in the total number of stations in the Bell System during 1919 amounted to 729,748.

There were 209,860 employees in the Associated Bell Companies at the end of the year, who are operating 24,-162,999 miles of wire of which 94.6% was copper. The net additions to the Bell-owned plant during the year was over \$73,000,000.

19,000 employees hold shares of stock. There are more women stockholders than men.

Once all babies were illegitimate.

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

Colorado-Wyoming Tornado

They call it a gale in Denver, whether the wind blew 50 miles an hour. At Cheyenne, Wyo., the speed was 75 miles, and up in the mountains it was 100 miles. There were blinding clouds of dust and sand, and collisions of automobiles in consequence. Miles of railways were covered with sand and trains were stopped or derailed.

Much property was damaged by this windstorm, which seems to have covered 30,000 square miles of territory. Farm dwellings and out-buildings were razed or raised if you prefer.

There is some storm insurance written in this territory of parts of three states.

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

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Once all babies were illegitimate.

MEXICO

La Revisto Mexicano (The Mexican Review) is a handsome monthly, every page in Spanish being paralleled by a page in English. "The Outlook for 1920" announces that Mexico's future never seemed so bright and so encouraging as now. Little remains to be done by force of arms, and it expected that this year will see complete pacification. Many new developments in silver mining are reported. Exportations of silver to the United State have increased over 15 percent. Exportations of petroleum have increased over 30 percent.

Pullman passenger service between Mexico City and St. Louis will soon be restored.

Mexico maintains its unique pre-eminence as the only country without a paper currency. Only metal money is in circulation. The old paper currency of different adminisirations, worth not a cent a dollar has nearly all been called in special taxation requiring special payments to be made in such worthless paper money.

Resumption of interest payments on the national debt is promised as certain sometime this year. This will be good news for several giant American life companies.

The Mexican Review says many Americans from the north "are coming to the land of the really free," and when the cultivation, sale, manufacture and use of tobacco is prohibited also by a constitutional amendment millions more Americans will move to Mexico and help to build up a great free republic.

We submitted these facts to our office ouija board and asked for an opinion. The Delphic opinion spelt out was startling. It read, as copied:

"Hwn wmn is prsdnt & wmn is sec war
U S 20 mill mov Mex War nexs wst
Mississip to Mx Wmn all vote no war
nvr."

LIFE

One lone New York policyholder has been fined for accepting a rebate. His name, Louis Ansher. If Mr. Ansher were placed on exhibition he could collect the fine in a day.

Two solicitors in New York were caught giving a rebate. License canceled. Once a Cincinnati man, who worked in San Francisco, was found guilty of giving a rebate. Grover Cleveland suspended him for a year.

FIRE

On May 1 President Burchell of the Queen of New York. He is now 70, and has been with the Queen thirty-nine years.

San Jose, Cal., will vote on the 2-platoon plan. As usual, firemen assert it will not increase taxes much.

MARINE

The World Marine now lies inside the Northern Assurance.

The Merchants Marine is now owned by the Employers' Liability, which also writes fire risks.

Teredos are working as far up the bay eastward as Martinez, Cal., attacking all piling along shores.

British insurance shares have increased an average of 80 percent in value since the war-outbreak.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

MARCH

A Useful Publication

In its 49th year

Entered at San Francisco Post Office in September, 1871, as second-class mail

SUBSCRIPTION \$3 A YEAR: MONTHLY SUMMARY SUPPLEMENTS 60 CENTS A YEAR

Sample Copies Free to any part of U. S., except San Francisco

NO FREE ADVERTISING

A Recent Court Ruling

Printed in Coast Review (first) saved a San Francisco fire office \$4,000.

The Adjuster

Read it. (He always reads Coast Review decisions.) The court ruling just fitted the claim he was about to adjust.

Denied Liability

The other company paid the loss.

CALIFORNIA

The auto bus line has been discontinued between Centerville and Newark because the poor foundry workers travel to and from work in their own autos.

Invested capital in excess of \$10,000,000 during the past year, testifies to the potential worth of Alameda county as a manufacturing center. These new concerns will employ over 5,471 men and approximately \$3,000,000 in machinery. The Chevrolet, Alaska Packers and several other manufacturing plants have doubled their capacity. The Fageol Motor Co., Scripps-Booth Co., Federal Wool Co., Libby, McNeill & Libby, Great Western Milling Co., National Ice & Cold Storage Co., Argonaut Tire & Rubber Co., Muller Bros. Tomato Catsup Factory and several other national concerns have secured sites for their plants and work is

being rushed to completion. Muller Bros. have recently installed the largest catsup mixing machine in the West. During the past 60 days they have shipped over 52 carloads of catsup, pickles or vinegars, chiefly to England and India.

Sixty-five percent of all the acreage farmed in California is now being cultivated by gasoline or steam propelled tractors, and it is estimated that in the hauling of produce from California ranches the percentage approaches 85 percent.

The new 19-story Standard Oil building is to be at Sansome and Bush sts., San Francisco, diagonally opposite the Atlas Assurance office.

Good prune orchards in Santa Clara Valley are still holding up to \$2,000 an acre, and many growers have refused to sell at that price. Whether such values can be maintained depends upon the quantity and quality of this coming season's crop and the base price to be fixed by the California Prune and Apricot Growers, Inc.

ITEMS

At the midwinter conference of N. A. I. A. the executive committee will explain why it turned down Los Angeles for the 1920 meeting.

Washington, March 16, 1920.—Secretary Houston today made a strong appeal to the banks and trust companies of the United States to assist the Treasury Department in bettering the economic situation of the country by supporting the Treasury Savings Movement. His letter is being sent to 30,000 presidents of financial institutions.

Spokane.—The Federal Land Bank here shows the largest falling off in business—\$3,420,339 decrease.

OLDEST INSURANCE COMPANY IN THE WORLD

TWO HUNDRED AND TENTH YEAR

SUN **INSURANCE OFFICE** **OF LONDON** *FOUNDED IN 1710*

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN **FIRE and MARINE** **INSURANCE COMPANY**

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC **ASSURANCE CO. Ltd** **OF DUBLIN, IRELAND**

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

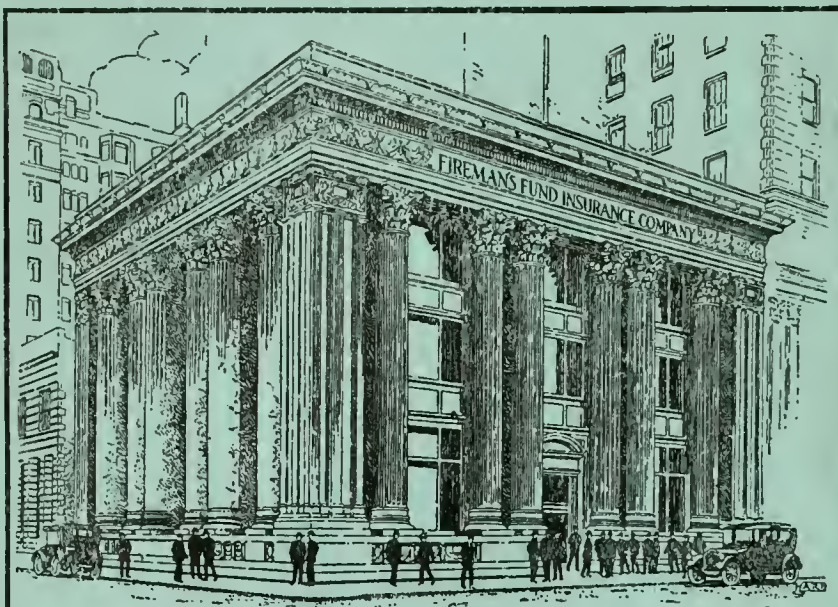
CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00



THE HOME OF SERVICE

The Fireman's Fund has adopted the title for its head office building The Home of Service, and by doing this has assumed the responsibility of demonstrating to the insurance world where The Home of Service is.

Volume 96
Number 2

FEBRUARY
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street
The Only INSURANCE Journal in the Pacific West

Telephone Sutter 1732
Insurance Publishing Co., Publishers

Whitney Palache Appointed U. S. Manager of the
Commercial Union
Death of W. B. Hopkins and Edward Parsons
Some Origins of Insurance
Review of Past Year
Time for a Standard Life Policy
Any Limitation of New Life Business
Coast Fire Loss Ratio Probably 40 Per Cent
Selling Hints Worth Reading
Washington Pipe Plant Burns
Apartment House Fire in San Francisco
Home of New York Interests Control City of New York
New Coast Casualty Company
Seven Years Absence Ruling
Preliminary Term Plan Is No Longer Opposed
Uniform Auto Fire and Theft Rates
Dynamite Explosion Decision
Reviews of Statements

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1919, \$17,083,985.30

Has Paid \$160,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$ 400,000.00
NET SURPLUS	\$ 511,194.08
ASSETS	\$1,577,568.13
SURPLUS TO POLICYHOLDERS	\$ 911,194.08

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

F. E. ATKINS

CHESTER S. MYRICK

W. H. GASCOIGNE

WILLIAM A. SEXTON

FIRE



MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



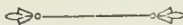
GEO. H. TYSON GENERAL AGENT
HERBERT FOLGER ASST GENL AGENT
SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Coast Review's Agency

UNITED PROTECTIVE SOCIETY

(NOT AN INSURANCE SOCIETY)

NEW YORK

SAN FRANCISCO

CHICAGO

A POLICYHOLDERS', DEPOSITORS' AND INVESTORS' SOCIETY

A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVEST-
MENTS AND BANKING.

Appraisers, Adjusters, Inspectors, Accountants, Special Experts and
Counsel Employed

INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
INEXPENSIVELY

Insurance and Other Corporation Reports Analyzed, and Condition, Age,
Litigation, Record, and General Reputation Classified by Numbers

SPECIAL INFORMATION SENT BY WIRE OR POST

There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars
122 Halleck Street,
San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861**The California Insurance Co.****Cash Capital, \$400,000 00****Net Surplus, 414,251 03****Total Assets, 1,579,366 87**

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.****Special Agents and Adjusters**

H. C. R. BUSWELL, Superintendent of Agencies

A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;

R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;

MILTON HALEY, B. A. SIFFORD, San Francisco

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."****LONDON & LANCASHIRE
FIRE INSURANCE COMPANY, Ltd.**

OF LIVERPOOL, ENG.

**New York Department
57 and 59 William Street****A. G. McILWAINE, Jr.,
Manager****Western Department
39 So. La Salle St., Chicago****CHARLES E. DOX,
Manager****Pacific Department: 332 Pine Street, San Francisco, Cal.
SAM B. STOY, Manager****GEO. ORMOND SMITH, AGENCY SUPT. SAN FRANCISCO W. B. HOPKINS, LOCAL SECY.****J. P. YATES, AGENCY SUPT., Los Angeles, Cal.****SPECIAL AGENTS**

George T. Richmond San Francisco

W. W. Gilmore San Francisco

F. W. Andrews Los Angeles

N. Gardner Denver

David H. Parry Seattle

G. L. Goodell Portland

Toll Thompson Portland

J. Robb Gay Helena

R. F. BENNETT, Superintendent, AUTOMOBILE DEPARTMENT**SPECIAL AGENTS: Geo. B. Rapp, Howard J. Tobin, Lyman Lacy.**

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - - San Francisco

BENJAMIN GOODWIN, Manager

JOHN E. FRITSCHI and J. R. MACKAY, Asst. Manager

The census blank demands the age of everybody, and Uncle Sam promises that no woman's age shall be divulged. Do you believe it? He promised that no returns of income should be divulged, but one of his secretaries says he examined the income tax returns of coal mine-owners and found that many were making 35 or 40 percent average dividends. Therefore they all should pay whatever the miners demand.

This union of states is in danger from banded voters by classes, such as labor unions, societies and associations of special propagandists, socialists, single-taxers, I. W. W., nationalizationists, communists, and other radical organizations which are essentially disloyal. Some day they all will vote together and elect a pledged president and congress. Then as William Shakespeare says, Good-night!

Sexton's "Fire Insurance" \$1 at Coast Review office.

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
**DOUBLE INDEMNITY,
 DISABILITY BENEFITS,
 REDUCING PREMIUMS.**

See the new Low Rates.

JOHN F. ROCHE, Vice-President

The Manhattan Life
Insurance Co. Organized 1850

66 Broadway, New York

FREE SERVICE

The Coast Review's Legal Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

Communists Who Want Your Savings

In San Francisco six branches of the Communist congregation of What's Yours Is Mine fellows from overseas were raided recently. The names of

these criminal associations of guests of Uncle Sam are—

Scandinavian, Lithuanian, Finnish, Lettish, Esthonian, and German branches of the Communist Party.

All but one branch is virtually composed of Swedish bolshevists. The secretaries names are suggestive, as—Blomquist, Bedacht, Manners, Roslin, Scarland, Wirmanskas, Freeman.

The more of these never-can-be-American bomb-throwers who are deported the better the conditions here for men who want to work and are willing to save.

Some of the state insurance departments will not permit the companies to report U. S. Liberty bonds at par, not even those bought at par.

Do the departments doubt the government's promise to pay?

Law and justice and constitutional-ity as interpreted by the courts, are always perplexing to us laymen; especially when the correct view is determined by a majority of one member of the court, and he the least capable one mentally and judicially. It may be treason, but the layman wonders how that deciding judge got there. The reader may recall the statement of the senator, when the senate was assembled. He said: "When I first entered this senate, I was awe-struck, and I wondered how came I to get into this august body; and now, long after, I wonder, How came you fellows here."

The Oakland, Cal., city hall, a very tall skyscraper, and showy building, has no fire escapes.

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$8,904,032.69

Surplus as to
Policyholders
\$13,904,032.69



Cash Assets Now
\$32,074,778.15

Losses Paid
in 99 Years

OVER
\$173,000,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

H. DURBROW, Asst. General Agent

H. F. MILLS, F. H. RHOADS, AGENCY SUPERINTENDENTS

MAIN OFFICE — 219-221 Sansome Street — SAN FRANCISCO

J. A. MURPHY, STATE AGENT OREGON AND WASHINGTON

**SPECIAL AGENTS—H. E. O'BRIEN, L. N. BRAINERD, GEO. F. ROBERTS, GEO. A. KINGMAN,
F. H. RHOADS, G. NATHAN, G. S. MARINER.**

(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1919, **\$39,723,888 62**

Surplus to Policyholders, **11,823,660 08**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

J. J. DENNIS, Portland, Ore.

C. L. GREENWALT, San Francisco, Cal.

H. L. COPE, San Francisco, Cal.

L. H. EARLE, San Francisco, Cal.

W. W. GROVE, San Francisco, Cal.

J. G. CLARKE, Butte, Montana

C. E. MILLER, Butte, Montana

H. A. VALENTYNE, Spokane, Wash.

P. H. GRIFFITH, Los Angeles, Cal.

ERNEST E. PRICE, Los Angeles, Cal.

GERARD CLEMENT, Spokane

S. C. ABBOTT, Billings, Montana

FEBRUARY, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number two

Entered at San Francisco Postoffice as second-class mail matter

The London Assurance celebrates its 200th anniversary this year. It is represented by A. W. Thornton.

o o o

Why is there not a National Board of Life Underwriters, and also a Life Insurance Americanization Movement?

o o o

It seems impossible in California to convict a woman of murder.

o o o

The parties to an insurance contract may incorporate therein whatever conditions they please, provided they are not in contravention of law or public policy.—*Faris v. American Natl. Assurance Co.*, 185 P. 1035. (Cal.)

o o o

The Royal Exchange celebrates its 200th anniversary this year. It is represented by Benjamin Goodwin.

o o o

This country should prepare for a great deal of unemployment soon. There already are many out of employment, and high costs and decreasing consumption and little exportation are beginning to increase fast the number of men and women without work. Labor agitators are showing their usual lack of common sense.

o o o

What have you done for the fire men's Americanization movement?

The giant life companies of America with foreign securities have lost heavily on them. Market values are still as low as or lower than before the war ended. This loss will of course be recovered in time, unless there is failure to pay interest or dividends. What Germany or Austria did to the American life companies' deposits and investments has not been published.

o o o

Labor unions are entering business, by opening grocery stores and butcher shops. They will pay the managers. Probably they will insure their ventures in non-union companies—until they organize the Labor Union Fire Mutual.

o o o

By and large it was an imperial year for life insurance in this country, even if you reckon a dollar as worth only 50 cents. There probably was a 65 percent increase over the previous year.

o o o

The pedestrian has no rights which the automobile (front end or back end) is bound to respect—not us in the U. S.

o o o

Fire losses in the United Kingdom in 1919 are estimated as amounting to \$52,000,000, which is double the total for 1918.

INSURANCE IN THE HIGHEST COURTS

RECENT RULINGS

LIFE INSURERS IN COURT

Forefeiture Waived by Collecting Note After Maturity

Where a note in part payment of a premium provided that nonpayment of the note should terminate policy and that it might be collected without reviving the policy, while the application provided that only that part of the premium paid in cash should be retained by insurer.

Held that, under rule of strict construction, the provision in application governed, so that collecting note after maturity waived the forfeiture. Insurer may waive forfeiture by its correspondence.

Faris v. American National Assur. Co., 185 P. R. 1035 (Cal.).

Seven Years Absence

Where insured, who left wife and home while in poor health, with intention of going to Oklahoma to work at his trade as machinist, mailed letters to her from there, and from California, during the first two years of his absence, after which she received no tidings or communication from him for over seven years, although she made numerous inquiries in machine shops, public offices, and to a labor organization, and advertised, a verdict against the insurer, on the issue of death was warranted.

Groner v. Supreme Tent of Knights of Maccabees of the World, 108 A. 437.

Right to Change Beneficiary

If the right to change the beneficiary is reserved in the policy, the insured may change beneficiary without the consent of the named beneficiary; the named beneficiary in such case having no vested right in the policy.

Missouri State Life Ins. Co. v. California State Bank, 216 S. W. 785.

Left Liable for Delay in Payment

Where on the maturity of a 15-year endowment policy, the amount due thereon was in dispute, company's act in sending to assignee of policy draft for its admitted liability thereon, payable, however, to both original insured and assignee, with payment further conditioned upon the execution by them both of a full release of any further claims or demands on account of the policy, was not such an unconditional tender of its admitted debts as assignee was entitled to, and the company was thus left liable for delay under Rev. St. 1911, art. 4746.

Undisputed Part of Claim

Where, on maturity of \$5,000 endowment policy, assignee of the policy claimed about \$1,200 extra dividends, while insurer admitted, in addition to the \$5,000 face of policy, dividends due to extent only of \$90, assignee was entitled to have penalty and attorney's fee for delay in payment predicated upon the \$5,090, which was adopted by the court, rather than up-

on the \$1,200 involved in dispute between the parties, where no conditional tender was ever made of the \$5,090, since, by reason of lack of unconditional tender of what was admittedly due, the assignee was forced into the courts in order to get, not only the disputed, but also the undisputed, portion of his claim.

Manhattan Life Ins. Co. v. Stubs,
216 S. W. 896.

FIRE INSURERS IN COURT

Subrogation

Insurer has no right of subrogation against insured, where insured's loss exceeds his recoveries from insurer and the one causing the fire, after deducting attorney's fees and costs, and this, though insured was not invited to take part in the action against the third person, and though the policy was a valued policy; the insurance being for only two-thirds of the value.

Washtenaw Mut. Fire Ins. Co.
v. Budd, 175 N. W. 231.

Brokers' Cover Did Not Bind Defendant

A letter, signed by a firm of insurance brokers, stating that "Pending receipt of our covering notes, this will serve to protect you against loss * * * from fire" on certain property "coverings being in" defendant company, did not bind defendant, since on its face it did not amount to anything except the personal promise of the brokers to procure from defendant certain insurance for plaintiffs.

These brokers had never before acted for defendant company.

Counter Offer

Where insurer's counter offer embodied in the policy and covering notes it sent to brokers applying for insurance for plaintiff, was not accepted by plaintiff, plaintiff's payment of premium would confer no rights, except the right to recover the payment as for money had and received.

Change of Possession

Where the insured automobile dealer sold and delivered an insured car to one who drove it to another state without the knowledge or consent of the insurer, and it was there destroyed by fire, the insurer was not liable for the loss, under clause forfeiting for change of possession.

Cranston v. California Ins.
Co., 185 P. 292, (Or.).

Not Liable for Dynamite Explosion to Check Conflagration

A fire policy, providing that insurer shall not be liable for loss caused directly or indirectly by explosion of any kind.

Held to include damage to property insured, caused by explosion of dynamite in an adjoining building for the purpose of checking a general conflagration, in view of Civ. Code 1910, § 2476.

Westchester Fire Ins. Co. v. Bell,
101 S. E. 590, (Georgia.)

Liable for Total Destruction

Under fire policies, in the Massachusetts standard form, containing two additional or supplemental clauses termed a "Disclaimer Clause" and a "Demolition and Increased Cost of

Construction Clause," permitted by St. 1907, c. 576, insurers.

Held liable for total destruction of the building in an amount limited to the actual value of the property when the loss occurred; the disclaimer and demolition and increased cost clauses applying only in case of partial loss.

King v. Niagara Fire Ins. Co.,
125 N. E. 572.

**Defective Petition
Parol Contract**

Petition in action on parol contract reviewing insurance on certain property against fire is fatally defective without an allegation as to a consideration.

In action on parol contract insuring property against loss by fire, testimony held to show a contract in presenti and not a mere agreement to enter into a contract.

Swift v. Central Union Fire
Ins. Co. 216 S. W. 935.

**Mutual--Deed to Broker --
Not Actual Change of Title**

That plaintiff, the owner of the insured premises, desiring to sell the same, executed a deed, naming as grantee a broker engaged to obtain a purchaser, and assigned to him a land contract for the sale of the premises, both of which acts were done without any intention of transferring the title, will not defeat recovery on a fire policy, providing that if title to the property be changed the risk should cease; for, while the arrangement might allow the broker to defraud plaintiff, title was not intended to be or actually changed.

Phillips v. Farmers' Mut. Fire
Ins. Co. 175 N. W. 144.

MISCELLANEOUS INSURERS IN COURT

Did Not Cover Chauffeur

A policy against liability under the Workmen's Compensation Act, which covered the business of an electrical store, retail, or combined wholesale and retail, including installation and repairs upon electrical equipment within buildings, etc., and covering enumerated classes of employes including "chauffeurs and helpers," did not cover injuries to or death of a chauffeur of the employers, irrespective of the duty he was performing, as when at the instance of an employer he was gratuitously taking to her home a former female employe of the business.

Western Indemnity Co. v. Industrial Accident Commission of
California, 185 P. 306.

Flying

The sport of the near future is aviation. Airplanes and air tours will be cheap and safe. In and around San Francisco thousands of people have made air trips. Learners and passengers ascend daily. An evening paper offers a free airplane trip over the city to anyone who procures for it a few new yearly subscribers. Under these circumstances it seems strange that a Milwaukee life company classes airplane riding with suicide, and makes its policy null and void if the insured rides in an airplane or a seaplane in the first year of the policy.

LIFE

**Giant Life Companies' Surplus Funds
Are Too Small**

The average surplus of American Life companies are now only 4 percent of the assets. The securities as reported are generally estimated at a higher average and not at actual market values. The allowed surplus funds of the medium and smaller sized companies are larger in proportion to assets than the general average, and are much larger than the average of the giant companies.

The American average percent of surplus funds has been descending in the course of years, from 20 to 10, to 7, based on Market quotations of December 31; and in late times the average fell to 5 and then to 4, at the average market values, as discreetly allowed by the American Insurance Commissioners' Convention. It is now time to ask the question, Should not the companies, for safety's sake, advance premium rates or reduce dividends?

Certainly the surplus funds of the giant life companies, at average or market quotations, are too, small, perhaps dangerously small, being only about 2 percent of the assets, with securities, values reported at the average of months' of sales. Since the war began selling values of leading securities have fallen from 10 to 15 percent. That means a loss greater than the total surplus funds.

While the giant companies may be technically insolvent they are of course actually solvent, unless, possibly the government fails to properly indemnify the great railroad companies

which they have been running at a loss of about a billion dollars. It is well to consider the possibility of present "war" conditions continuing five years longer. The big life companies should prepare for financial storms by at least doubling their surplus funds.

How to Invest Life Insurance Payments

We suggest to life company managers that when they pay a death claim to women they send a card with suggestions as to the safe investment of the money to produce an income. Suitable investments as to their general nature may be referred to without mentioning any names, and the company itself should offer to invest the amount or any part thereof as long as the beneficiary may chose, with a quarterly dividend, and the principal payable on demand. Neither the insured nor the beneficiary may care to have a larger payment and sacrifice the principal.

Primarily life insurance is for family protection and not for the individual. Society is interested in the preservation of the family and is not greatly concerned in the preservation of the individual member.

Arizona law authorizes special rates (a form of rebate) to members or organizations or to employees in groups of 100 or more. Idaho puts the limit at 50, for insurance taken out through secretary or employer. Texas law allows group insurance without medical examination.

After all, it is our honest opinion of ourselves that really counts.—Cottrell's.

REAL ESTATE

California has a real estate department—new political jobs; and a new law requires brokers or real estate salesmen to procure a license; likewise corporations; under penalty of a fine up to \$2,000, or imprisonment up to two years, or of both penalties, for failure to pay the license and contribute to the salaries of the new commission and its inspectors.

It is the rule or custom for a prospective buyer of real estate to pay attorney for passing on abstract, and for owner to furnish the abstract. Buyer should not trust his judgment as to abstract, unless an experienced buyer.

Where the stairs on which tenant's wife fell were let as part of the tenement, the landlord retaining and exercising no control over them, there can be no recovery for injuries to the wife or the tenant himself, unless at the time of letting the landlord specially undertook to repair, either with or without notice. — *Palmigiani v. D'Argenio*, 125 N. E. 592.

When repairs or improvements impermanent in character, which the lessor covenanted to make, are made by a lessee, in the absence of any specific provision of the lease so providing, the lessee acquires no equitable lien on the premises therefor. — *White v. Kelly*, 101 S. E. 724.

Apartment houses are paying properties now, with rents from \$15 to \$50 per room. Since July 1st rents have been advanced 30, 40, 50 and 60 or more percent, to meet increased taxes and other costs.

A broker who produces a purchaser who buys the property or is able and willing to do so upon terms acceptable to the principal has earned his commission, and the principal, pending negotiations, cannot escape liability by taking the matter into his own hands and completing the transaction personally. — *Mitchell v. Baldwin Locomotive works*, 108 A. 605.

In the early days of cash registers, a salesman sold one to a stolid old German who for many years had kept a saloon in a comfortably-sized city. This saloon was closed up every night by the proprietor himself, who thus assured himself that there was no skulduggery going on.

When the cash register was set on the back bar, the boss stood around all day listening to the music of the bell.

At 11:45 one night, there was no one else in the room, so he locked the doors, turned out all but one dim light over the register, and counted up. He deposited the receipts in his long pocketbook, except enough change for the day bartender, and then he set the spring lock on the cash register drawer, tossed his keys upon the bar and slammed the register drawer shut.

It caught his whiskers.

He tried to reach the keys on the bar back of him, but they were too far away. There he stood, his beard in the register drawer, until 4:30 in the morning, when the day man came on and released him.

Did he throw out the register?

He did not.

"If that thing held my whiskers all night, it's a safe place for my money," said he. — *Cottrell's Magazine*.

MISCELLANEOUS

Dangerous Precedent

—

Unapproved Sprinklers Forced on Underwriters

The action of Superintendent of Insurance Phillips of New York, in ordering the New York Fire Insurance Exchange to allow a credit in rates for fire insurance where the Conran revolving sprinkler head is installed, establishes an unfortunate precedent. The manufacturer of this device has steadfastly refused to submit his sprinkler head to the Underwriters Laboratories for approval, alleging excessive cost. It has been under observation of the New York Fire Department for several years and has been approved by the Board of Standards of New York, and may possibly be a good sprinkler head. But without going into a question of its merits, Mr. Phillips' action establishes a precedent which may have far reaching effects, particularly in localities where fire departments are adjuncts of political parties, and where a manufacturer, friendly with politicians, has a device of his own for which approval is desired. It is just conceivable that a device, more or less useless, could in such a manner be made to obtain rate concessions. There is no question involved as to the fairness of the Underwriters' Laboratories, or as regards its efficiency, which has been tested and proved time and time again. Neither is there any question as regards the necessity for some such organization to test and issue approval or disapproval of the many devices for saving life and property. There is a serious question, however, whether the work of experts should be disregarded for the opinions of political appointees. That possibility is opened by the ruling of Mr. Phillips.—*Ins. World*.

California accident and health premiums of the Travelers paid for in 1919 was \$397,606, a gain of \$59,535.

Nearly all accident insured men are underinsured. Their \$25.00 a week indemnity or \$5,000 or other principal sum is the same as half before the war.

Bankers Life Company

The annual statement of the Bankers Life of Des Moines shows \$74,000,000 of paidfor business in 1919, as compared with \$40,000,000 in 1918. The gain is 85 percent. Total insurance in force at the end of 1919 is \$494,000,000, as compared with \$446,000,000 at the end of 1918. The gain of insurance in force is approximately \$48,000,000. The gain in assets for the year is approximately \$3,000,000, and the total at the end of 1919 was over \$39,000,000, as compared with over \$36,000,000 at the end of 1918. There is a gain also of over \$3,000,000 in the amount of approved securities on deposit with the Iowa insurance department, and the total amount of such securities on deposit is over \$35,000,000.

The company reports that it continues its record of never having lost a single dollar on an investment during the entire history of the company. Total death losses paid in 1919 amounted to over \$6,000,000, and the total paid since the organization of the company has amounted to approximately \$65,000,000. Over 99½ percent of all claims have been paid on the same date that proofs of death were filed.

President Kuhns characterizes the year 1919 as by far the greatest and most progressive year in the history of the Bankers Life Company, and announces that the company will soon celebrate the day when it will have \$500,000,000 of insurance in force.

Death from Eating Oranges Is Not Accidental

Where insured, who was employed to select and separate unmarketable from marketable oranges, ate three of them, resulting in gastritis, which shortly caused his death, the death was not by "accidental means," within the provisions of the policy, although the result was accidental.—174 N. W. 577.

When Bankrupt. — On adjudication of bankruptcy, the title to fire policies issued to the bankrupts, together with any right of action thereon, vests, under Bankruptcy Act, in the trustee.—In re Luher, 264 F. 221.

INVESTMENTS

The outstanding advantages of investing savings and capital in Liberty bonds at present prices have been urged upon the public by bankers of Chicago. Financial leaders of Chicago are quoted as follows:

Frank O. Wetmore, president of the First National Bank: "United States government bonds are the world's premier security and offer to investors at the prevailing market prices a most attractive opportunity for investment. The various liberty loan issues are now selling at prices yielding from $3\frac{1}{2}$ per cent, tax exempt, to 5 per cent. The past record of the market value of government bonds conclusively indicates that the liberty loan issues will substantially appreciate in value with the restoration of normal credit conditions."

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David R. Forgan, president of the National City bank: "Investments may be classified by the amount of watching on the part of the investor for which they call. The highest grade of investment is one that calls for no anxious watching after the investment is made. From this standpoint there is no investment in the world which compares for a moment with Liberty Loan bonds. They are safer than any other investment. The return from them is higher than it ought to be, and in time they are absolutely certain to increase in value."

—

Albert W. Harris, president of the Harris Trust and Savings bank: "I am thoroughly convinced, from an investment standpoint, that every person

should hold his full tax-exemption quota of every Liberty Loan issue. I imagine there is a very large number of people who could buy their full quota who have not done so, and are therefore missing the opportunity of making an investment that will net them approximately 5 per cent at present quotations, free from all taxes, which return is much better than they can get almost anywhere else. On the other hand, the class of investors whose incomes are larger have the opportunity of taking their choice between a long-time liberty loan $3\frac{1}{2}$ percent bond or a short-time victory loan $3\frac{3}{4}$ percent, either of which, in view of the tax-exempt feature, makes a very desirable investment for those having large amounts; so that, taken as a whole, the liberty loan issues seem to be very attractive—more so, indeed, than the majority of the investors of the country realize."

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Our life insurance companies, which must invest safely in securities averaging at least 4 per cent interest, should invest heavily in Liberty Loan bonds—more heavily than they are doing—is the opinion of the Coast Review.

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The people of New York are finding out now, for the first time, that the mayor of this city has it in his power to force anyone of our public utilities into bankruptcy if it suits his purpose to do so, and in the present case, it is perfectly evident that the mayor is trying to bankrupt these companies, and have them seized and run by the city. In other words the city is trying to confiscate the vast properties of

these traction companies and if they succeed in their base purgose probably the first thing the city would do would be to advance the fares to at least 8c. and possibly 9c. or even 10c.—Insurance record.

It appears that the mayor of New York insists that a 5c fare is sufficient to meet increased wages and other expenses, though living costs have doubled and replacement and other costs have increased 65 percent.

Government Interference

Edward Morris, president of Morris & Company, packers, says:

We would never have made any settlement (with the Government) whatever that involved, implied or adjudicated any guilt on our part, because we have not violated any law.

We still insist that it was in the interest of the live stock producers, that the stock yards should be owned and managed by the people who have an interest in the industry and in the building up of the markets at the great live stock centers.

Also that our handling of staple groceries was sound economically and in the interest of the public generally, because our operations in these lines utilized our present facilities during the slack season, furnished the retailer excellent service and reduced our overhead operating expense, and if this business is taken away, either the live stock producer must get less for the live meat animals, or the consumer must pay more for meat. But we live in a democracy, and rightly or wrongly, a strong feeling has been created in the public mind against

these activities on the part of the packers and in order to meet and satisfy that opinion, we have met this issue with our Government with true Americanism and along big, broad and constructive lines, and have therefore agreed to dispose of all our interest in stock yards, stock yards terminals and market papers and to discontinue handling staple groceries and to refrain from engaging in the retail meat business, or that of public cold storage warehouses.

Sheriff's Sale Did Not Nullify Policy

Fire policies are not rendered null by sheriff's sale of the insured property; the insurers knowing of the proceedings and waiving all objections thereto by instructions to their agent to attach new loss payable clauses, making loss payable to purchaser. —261 F. 470.

Right to Redeem

The right to redeem is an insurable interest, especially where by understanding of all parties the debt of the mortgagor continued to exist, and the holder of the sale certificate held it as security, and this, though mortgagor's right of redemption be not subject to execution.—Twin City Fire Ins. Co. v. Stockmen's Nat. Bank of Ft. Benton, Mont., 261 F. 470.

Crime

Webster defines "crime" as any act contrary to any law. Are we then now a nation of criminals? What do you carry in your "grip" or "hip"?

In Europe, gold is at a large premium. In this country there is none to be had. Gold is a curiosity even in California.

MARINE

Case in Admiralty

The owner of a vessel may sue and recover in his own name for the benefit of the insurer, and hence, as the insurers have nothing more than an equity of subrogation, and a recovery by the owner would preclude recovery by them, defendants cannot defeat recovery by the owner on the ground that the decree did not apportion the recovery between the owner and the insurers, etc., on whose behalf the libel was filed.—261 F. 269.

Fire Water Would Not Put Out

When a freighter, the *Hardy*, steamed out of Le Treport, France, some years ago she carried, besides the mineral water in her hold, a number of small wooden cases marked "metallic sodium."

The sea was very rough and the ship rolled and pitched violently. The captain saw that the ship was listing to port, and suspecting that the cargo was shifting, he sent a boatswain below to investigate. As the boatswain entered the hold he saw that several cases of mineral water had broken and that the water was swishing about in the hold. Then suddenly he saw one of the wooden cases marked "sodium" burst into flame.

Immediately he gave the alarm, and the crew rushed to their fire stations. The captain directed the men to turn the hose into the hold. As the first stream of water struck the burning case there were several explosions, as package after package within the case caught fire. By this time two other

cases of sodium had broken open, and their contents, as they came in contact with the water from the hose, burst into flame.

The crew could not believe their eyes. The more water they poured on the fire, the more intense grew the conflagration. Then suddenly two cases flew into the air, crashed against the overhead beams and spread out in sheets of fire, the smaller pieces dropping back only to bounce and dance about, huge balls of flame in the half-swamped hold.

The superstitious crew was fast becoming unmanageable, and the captain saw that in any case he must abandon the ship. He ordered the crew to the boats not a moment too soon, for as they rowed away from the blazing hulk several loud explosions came from the hold. Then there was one mighty detonation; the freighter broke in two and plunged out of sight.

2,000,000 Deaths in U. S.

No fewer than 2,000,000 persons died in this country in 1918. In the large registration area the death rate was 18 per 1,000, the largest rate yet reported. At this high rate for the whole country of 110,000,000 inhabitants the total was 1,980,000. The influenza caused many deaths in the fall of 1918.

Above all things, patriots, including consumers must unite against any class seeking to control state, municipal and national governments.

Insurance interests are deeply interested in defeating class government.

GENERAL

Rescue Medal Society Take Notice

At Danville, Cal., on February 6, G. L. Monroe and wife left their five children asleep in their home and went to a movie show. A woman saw flames in the house and notified a passing boy, James Close, 15 years old. He dashed into the burning building and brought out three children, and returned and brought out the other two. When the parents arrived the building was about destroyed. Loss \$5,000, with some insurance.

Definition of Amortization by Connecticut Insurance Commissioner

Amortization is the process by which the premium or discount upon a security is gradually eliminated. The gradual reduction or increase extends over the full term of the security, so that the value becomes equal to the par value only at the end of the final interest period. The outstanding feature of the plan is the fact that the decrease or increase is gradual, and thus violent fluctuations of the value of security holdings valued on this plan are almost entirely avoided.

There are several methods of amortization in use—the two most generally employed being the prorata and the scientific methods. Under the pro rata method, the amount of premium or discount is divided by the number of periods that the security has to run and the quotient is charged off or added on to the value at the end of each period. Under the scientific method the amounts devoted to amortization for the respective periods gradually increase and are the result of detailed mathematical computations.

In case of a security purchased at a premium, the effective rate of interest, that is the "yield," is less than the nominal rate of interest which the security bears, and in case of one purchased at a discount, the opposite holds true. The two bases on which bonds are usually purchased are the price basis and the yield basis. We say, for instance, that a certain bond is quoted

at 105, or, in another instance, that a certain bond is offered on a 4 percent basis. The important factor in the amortization process is the effective rate of interest. By use of bond tables, we can, having given the term and the price, immediately find the effective rate of interest, or having given the term and the effective rate of interest, immediately find the price. There are a number of bond tables giving extensive tables of values and effective rates for bonds of various terms bearing the usual nominal rates of interest.

Insurance Wanted

A. P. Macauley, a Toronto mining engineer, by mistake in identity was arrested in St. Louis. He was believed to be Keough, a noted forger who had swindled New York jewelers. Macauley was for some time in danger of conviction and a long term in prison. He sued T. P. Starr, jeweler, for false arrest, and was awarded \$100,000 damages.

Insurance companies prosecuting fraudulent claimants, or aiding the prosecution, are sometimes sued for alleged damages by the accused, and sometimes damages are awarded.

Indemnity for such suits and awards does not appear to be offered by insurers of any kind, although physicians and dentists are offered indemnity for malpractice awards.

Shared Liberally in the General Prosperity

The American Life Convention companies—the smaller and medium-sized—shared liberally in 1919 gains. The total new business was nearly a billion more than in 1918, a gain of 50 percent. It is the day of the smaller and the new companies.

Our editor has an easy way to conquer Mexico. It is simple sure. Just invade Mexico and offer the Mexican soldiers \$30 a month and grub and clothing, "to aid in the pacification of Mother Mexico." All the Mexican soldiers would desert Carranza, Villa, et al., and enter the temporary service of Uncle Sam.

BEGINNINGS OF INSURANCE

How did man conquer the Dinosauria? A thousand generations have asked the question. This monster of the slime was sixty feet in length and had a weight of many tons; he and his hideous compeers trampled the earth as lords of creation.

Man, who lived in caves, puny in infancy, and weak in age, conquered him because he was gregarious, whilst the monster was individual. Man clubbed together for mutual help; the monster lived by and for himself.

In the earliest times, humanity fell naturally into groups, in which the strong could help the weak and be themselves helped in turn. The children were guarded until they had grown strong enough to guard; the wounded and sick were nursed and cured by those who had benefited from their days of health. Even in their cave habitations the human race learned the lesson that one can help many; many can help one; unity is strength.

Along the course of the ages, keeping step with the progress of man, mutual combination developed and gained in strength, nursing and protecting his enterprise. Like all fundamentally true principles, it appeared at different periods in varying forms, always adapting itself to the particular needs and demands of the time.

Early Marine Mutuels

Long centuries before the Christian era the Greek or Phœnician trader made his voyages under the protection of mutual combination; the Carthaginians profited by it in their commerce; the Romans practiced it. In

the Middle Ages of Europe the great mercantile cities of Italy carried on their trade under its protection. It appears in Lombardy in 1182, and is dealt with in an Ordinance of Pisa in 1318, and in a Florentine statute of 1523. From Italy the beneficial custom spread to Belgium in 1300, and then to Spain, where in 1435 the Barcelona magistrates issued an ordinance on the subject.

First English Policy

England came later. Whether the custom was introduced from Italy direct or by way of Flanders is uncertain; at least the earliest documents (1547) were drawn up in Italian. The first policy actually drawn up in English was upon the ship *Sancta Croix* in 1555. A few years later the custom was clearly well recognized in England, for Sir Nicholas Bacon, Queen Elizabeth's Lord Keeper, said in her first Parliament: "Doth not the wise merchant, in every adventure and danger, give part to have the rest assured?"

Ten years previously the Protector, Edward Seymour, in a letter to his brother, refers to the combination of merchants for protection at sea, and in 1601 there was passed the first English statute regulating the practice as regards disasters at sea.

Home Mutuels

The benefit which marine trade had reaped for so many years from the practice of mutual combination was also shared by property on land, particularly from the obvious danger of fire—that "good servant, but bad master."

The Saxon guilds, which were essentially societies joined together in a bond for mutual protection, made special provision for loss by their members from this calamity, and, indeed, from the nature of the material of which their houses were built and the manner of their construction, care would appear to have been very necessary.

Cover Fire Law

The "curfew bell," still surviving in some few country villages, is a relic of the time when it was necessary for the common safety that the fire (feu) be covered (couvert) or damped down when the time came for the family to retire and there was no one left to attend to it.

It may be well to understand that in the city of London the need for protection was vitally important, though it was less practiced than might reasonably have been expected.

Narrow streets, overhanging upper stories, the top portions of which almost met those of the houses on the other side of the street, offered a premium to disaster, and then they were largely constructed of wood. Hence fires were of constant occurrence.

Pool to Pay Fire Losses

In 1635 and 1638 certain London citizens joined together in a pool to protect householders from loss arising from fire, at a rate of 2 percent on the yearly rent.

These frequent fires culminated in the great conflagration of 1666, which destroyed the greater part of the city. After this the old wooden houses were, for the most part, replaced by brick and other non-flammable materials, but still in 1680

no fewer than 750 houses were burned down.

1 in 200 Every 15 Years

In 1684 a mutual Friendly Society was formed for assisting members in the event of fire. A small entrance fee was charged, and a cash deposit, as a reserve, was made by each member, to be returned at the end of his term. He also agreed to meet equitable assessments for current losses. The calculations were based upon the assumption that one house in two hundred was burned down every fifteen years.

Ship-Master Insured Too

The life of the master of a ship was, not unreasonably, considered as inseparable from the welfare of the vessel and cargo, since upon his skill depended the safety of both. Hence it was at a very early period included in the protection which the common pool afforded.

Sickness, Death and Burial

Roman associations for the protection of the sick and burial of the dead (*collegia tenuiorum*) were numerous and important, and were rightly considered as adding strength to the commonwealth.

In England, as late as 1705, the rate of the individual contribution of a member to the common fund for the purpose of replacing the loss to a family of one of its members was, curiously enough, not varied with the age at which a member joined the association, from twelve years up to forty-five; and there was until 1693 nothing in England upon which to base the probabilities of life, and so to estimate a just amount of contribution.

Short of actual loss of life, injury to the person had long been recognized as a fitting object for relief by association, since the disablement of the breadwinner meant loss to his family.

Soldiers and Sailors

Among the Romans, injuries to soldiers were compensated by the state, which provided for them, when disabled in *collegia*. England was neglectful of her defenders. Protection and compensation were indeed provided by the guilds, but as these institutions decayed their mutual benefits disap-

peared. We owe to Cromwell and the Commonwealth the first provision for sick and wounded men in 1553—and this for seamen only.

It is somewhat interesting to note that in the war between England and the Netherlands in 1665 the Dutch followed the English lead and issued a proclamation promising recompense to wounded soldiers according to the following scale:

	Livres	lb.	s.	d.
For loss of both eyes	1,500	62	10	0
" " " one eye	350	14	12	0
" " " both arms	1,500	62	10	0
" " " right arm	450	18	15	0
" " " left arm	350	14	12	0
" " " both hands	1,200	50	0	0
" " " right hand	350	14	12	0
" " " left hand	300	12	10	0
" " " both legs	700	29	4	0
" " " one leg	550	14	12	0
" " " both feet	450	18	15	0
" " " one foot	200	8	7	0

[A pound bought immensely more then than now.]

As business activities developed and populations increased the somewhat inchoate form in which mutual protection had hitherto been applied proved no longer sufficient. The time for disconnected and unorganized action was past, and the advantage of concrete effort became obvious.

And in the change that then came about the humble coffee berry and the coffee house were destined to be associated closely with the birth of one of the most perfectly conducted commercial organizations in the world.

Coffee Taverns

Coffee houses have played a not unimportant part in the development of British commerce. The beginning of these conveniences arose through a merchant bringing to London a Greek, Pasqua Rossie by name, who, in the capacity of a servant, prepared coffee daily for the merchant and his visitors.

It was in the coffee house of one Edward Lloyd that a number of influential merchants were in the habit of meeting for the purpose of business and information, and out of this was gradually evolved the great institution of Lloyd's.

Lawyers evidently were not popular with the directors in those days, as the first min-

utes (of a new company) provide that "no person of ye law except ye solicitor and advising council" of the company "shall hold any shares or any office in ye company." This embargo, however, possibly operated against business, as it was removed some six weeks later, when "person of ye law" became "ye gentlemen of ye law."

Not only was the prejudice against the legal fraternity quickly effaced, but the esteem for them grew so rapidly that within a further ten weeks it had evidently been decided that their assistance should be specially cultivated.

The first movement towards securing agents for the company is thus quaintly minutened: "That an advertisement be inserted in the various county newspapers, requesting that such gent of ye law and others desirous of becoming agents of ye company would send their names, references and ye names of ye towns for which they might wish to become agents."

Insurers' Firemen

It would have been quite reasonable for the firemen employed by one firm to assume an air of detachment while the firemen employed by a rival office were busily fighting the flames. This did not mean that they would retire from the scene because there was always the danger of a fire spreading, and it might be their duty to see that some house near by ran no risk.

The companies got as far as to unite in forming a joint fire patrol in 1814, when there was a particularly severe frost that would have made the occurrence of a fire very perilous because of the difficulty of securing water. The rival firemen of opposition companies patrolled the streets in comradeship as guardians of the city, thus paving the way for the adoption of broader principles later on.

Although each parish was supposed by law to maintain engines, very few of them made any real endeavor to do so, and the duty of dealing with fires fell, in consequence, upon those whose property was at risk. Naturally, as the insurance companies had the chief interest in the safeguarding of property, these corporations were most en-

ergetic in the formation of fire brigades.

London firemen were usually recruited from the Thames watermen, a class as outstanding and distinctive as the cab drivers of a later generation or the taxi men of today. Frequently they retained their original occupations, only becoming firemen when an alarm of "fire" called them to this duty, or when the demands of public rejoicing caused them to grace the display with their gorgeous uniforms and engines.

As, today, the fireman is stately in the panoply of trappings and burnished helmets, so a century ago, at fire or festival, his uniform centered the attention of all.

In many respects the fireman of a great company was a man of some position. Upon some of the old fire prospectuses the names of the men comprising the fire brigade were printed opposite the names of the directors. There is a minute dated December 23, 1807, demanding the Admiralty's protection of the company's firemen from the press gangs, which was duly accorded. The Docket.

The Beginnings of Insurance probably date back beyond Babylonia to Sumerian civilization.

The author of the foregoing extract was probably a lawyer, reasonably sure of his facts as recorded, until he wrote of the beginnings of English fire insurance. Here he should have consulted fire underwriters or extended his reading; for he says that the new creative force had its genesis in Cole's Coffee House, where gentlemen in the habit of meeting planned the Eagle Insurance Company, which took form on October 23, 1807. There were older companies in both England and America. The Sun of London was nearly 100 years old when the Eagle was hatched.

The Atlas of London was organized in 1808, the Caledonian in 1805, the London Assurance in 1720, the North British in 1809, the Norwich Union in 1797, the Phoenix Assurance in 1782, the Royal Exchange in 1720.

The World Marine has been absorbed by the Northern.

Insurance Laws of Montana

Insurance Laws of the State of Montana: 1920: Geo. P. Porter, State Auditor and Commissioner of Insurance Ex-Officio. A book of 143 pages.

Mutual fire and casualty companies of other states must have a surplus of \$200,000.

It is required of life companies that they shall report their dividends to stockholders.

Does the commissioner require it of the Provident Life? Other commissioners do not.

Leasehold Insurance

Office, business and manufacturing properties being in unprecedented demand all over the country, and there being a clause in leases which provides that landlords may cancel the lease in the event of fire, often putting lessees to much added expense for other habitats at higher rentals, leasehold insurance is fast growing in favor.

The rate for leasehold insurance is the same as the building rate. The amount of insurance is determined in the first form by multiplying the profit per year by the number of years the lease has to run from the date of the policy to the expiration of lease. In the second form the total amount of the insurable interest is agreed upon between the company and the assured in accordance with the facts and in no event will the insurance company pay in excess of amount stipulated in the policy. In leasehold insurance the 80 per cent clause is required if the insurance policy does not provide for a gradual reduction of one-twelfth of the yearly profit for each month the insurance has been in force from the inception of the policy to the date of the fire. If this reduction is made, no co-insurance clause is required.

Under the first form policies may be written for one, three or five years under the same rules and commissions as apply to the building insurance and under the second form for one year only. In all cases it is necessary that the insurance company review the fire clause of the lease before a leasehold policy is issued.—Southern Underwriter.

GENERAL

Somewhat a Muddle

The government's soldiers' life insurance department is a very big undertaking indeed and some of the delays and neglects and failures are of course unavoidable; but such as this muddle, which we append, is driving thousands of soldiers and ex-soldiers out of the fold:

A young soldier returned from France last July. He continued his \$10,000 army insurance for three or four months and then wrote for the promised conversion, into an amount suitable to his income. He has not yet succeeded in getting it, though he has written several times. Now he has just received a conversion of \$2,000 into endowment insurance but the circumlocution office still insists that he retain \$8,000 battle insurance.

Contrary Rulings

A judge in Washington or Oregon ruled that a man who breaks the law has no rights any court is bound to respect, or words to that effect. A thief sold a man colored water in bottles on the representation that it was good flu medicine. Arrested, this court freed him because he was merely cheating a man who tried to buy booze contrary to the law in force because this country was still at war with Germany.

In a similar case (215 S. W. 685) the Arkansas supreme court dismissed the plea that the law could not heed the complaint, ruling that

"The inherent error in this contention is the assumption that criminal prosecutions are for the protection and benefit of the particular person injured.

Such is not the case. The true purpose is to prevent crime and protect the public. Hence prosecutions for crime proceed in the name of the state and not in the name of the individual injured."

70 Per Cent Gain in New Business

The old reliable Union Mutual Life Ins. Co. of Portland, Me., wrote over \$9,000,000 new business last year. This is a gain of over 70 percent over the new business written in the previous year.

Trying to Beat the Train

During 1919 on the Southern Pacific right of way 46 people were killed while riding automobiles because they tried to beat the train to the crossing; 173 fast drivers were injured; and 152 autos were damaged or destroyed because they were on the rails when the train struck them, or because they struck the train as it was crossing the crossing.

All these autocar riders would have been safer in airplanes.

The first successful fire engine is said to have been turned out by a London maker in 1721. Hand fire engines are still in use but were generally superseded by steam fire engines in the 60's. The first practical steam fire engine is said to have been completed and demonstrated in England by Newsham in 1858, but Cincinnati, O., claims the honor of the first, in 1857. Formerly the building in which it was made had an inscription to this effect.

Half dividends are paid by the Equitable Life of Iowa this year.

NO SURE CURE

Cancer Is Said to Be Increasing—The Principal Cause Is Known—Older People Are Most Subject

Statistics, which sometime lie and sometimes are too incomplete to be useful, indicate a steady increase of deaths caused by cancer. The germ or bacterium has never been isolated. Life insurance data do not indicate inheritance as the cause.

Nobody knows the cause of cancer. Lower animals also have this consuming disease. Among the theories advanced is that the cause is "cells gone wrong." The cells group themselves abnormally and grow like a rose, but at the expense of adjacent loyal cells.

Middle life is the beginning of the "cancer age." Very old persons die of this devouring disease. In the same ages there are fewer deaths caused by tuberculosis.

The increase in reported cases of cancer may be partly due to better reporting than formerly, but it is probably largely due to the increased length of life of men and women past 40. Improved conditions of living, the better care and better nourishment of the older people, have very greatly increased the number of men and women of the "cancer age."

The case may not be so bad as it seems. Cancer deaths in proportion to the number of people liable to the disease may not be increasing at all.

Medical authority asserts that one woman in nine and one man in thirteen die with cancer, and that thirty percent of cancers in men and twenty-one percent in women are in the

stomach. Men seem more subject to the disease in the face, and women, in the breast. Defective teeth are among the causes; likewise smoking, which starts cancer growths in the tongue and lips.

Continuous irritation, it is evident, is the principal cause; a severe bruise is another. Very hot liquids (and smoking) cause severe irritation. It is an accepted fact that heavy, hot clothing over the breast, worn habitually, establishes a chronic state of irritation. The human breast is exceptionally sensitive and is related to a special function, as also are glands in the throat. Suppression of that function may increase the susceptibility to cancer. The disease is almost unknown in countries and societies where the breast is often or always exposed to the air.

Let it be generally known that chronic irritation of any part of the body, by blows, or pressure, or too hot liquids or food, or tight or heavy clothing, or too much smoking, or by too defective or broken teeth, is the principal cause of cancer, and the number of cases will immediately decrease.

Here is publicity work for life insurance companies.

The safety fire shutters on a projecting picture film machine are said to have prevented many serious fires, by confining the burning film flames to the steel magazine.

Influenza cases in California are so numerous in February, among teachers and pupils, that many schools are closed.

LIFE

Any Limitation on New York Life Companies?

The state of New York, after the investigation of the giant companies, following the Equitable Life scandal, passed a law limiting new life business written. The companies, in a mad race, had been paying as high as 90 percent commission on the first year's premium for new business. This was paid at the expense of the older policyholder.

In the past year, for the third time, this just safety law was so amended as to permit the writing of more new business than ever.

It was pitifully pleaded that under the old law the companies' solicitors could not now work after September 1. But there was nothing to permit their working for other companies equally solvent and liberal with policy conditions.

The real and chief merit of the old limitation to \$150,000,000 new business per year is that it affords a test of solvency; for a life company that MUST have an INCREASING amount of new business every year is already INSOLVENT. This is as true of a legal reserve company as of a fraternal or other assessment society.

New York's law limiting the amount of new business to \$150,000,000 to be written yearly by any company has been amended several times. The political influence of the giant companies is as strong now as in the "yellow dog fund" days. As long as the cost of new business is limited, as now,

the old and dangerous evil of competition is held in check; and so the amendments need not worry. The amendment of 1917 provides that in determining new business written in the year group insurance shall not be counted. Why wasn't partnership included in the no count? The next amendment may do so. Policies of reinsurance and of sub-standard lives are excluded from the count, and also industrial and intermediate policies. All premiums and expenses on such excepted policies are excluded. There is good reason for excluding sub-standard, and monthly and weekly premium small payment policies; for they can not be responsible for the warring rivalry which precipitated the great scandals a few years ago.

Great Life Insurer

The U. S. government started out with over 4,500,000 applications for insurance.

The average policy was for \$8,740, which is three times the average in private companies.

Total premiums received, \$200,000,000. Total claims paid, \$900,000,000. Claims abnormal because of war hazard, which was assumed by the government.

Only one-fourth of the government policyholders continued their insurance after the war. This is a greater number than the private companies insuring the same classes of young men could have retained.

These lapses will not be recovered or restored by the private companies.

The West Coast Life's Century Club held a meeting at the home office this week.

FIRE

Sewer-Pipe Plant Burns

Georgetown, Wash. — Sewer - pipe plant of Denny Renton Clay & Co. near here burned on night of 20th.

Loss probably \$100,000.. Burned bldg was 28 years old.

Firemen found only one plug near enough for use. Water was pumped 1,200 feet.

The terra cotta plant was saved.

Liabie for Dynamite Explosion Damages

A fire policy, providing that insurer shall not be liable for loss caused directly or indirectly by explosion of any kind, held to include damage to property insured, caused by explosion of dynamite in an adjoining building for the purpose of checking a general conflagration, in view of Civ. Code 1910, § 2476.—*Westchester Fire Ins. Co. v. Bell*, 101 S. E. 590.

The Georgia law makes insurers liable for explosion damages where house is blown up to check flames.

Promoters compile the capital and dividends of a few fortunate fire companies, and show shocking and indefensible profits of from 15 to 2,000 percent.

With this tabulation they persuaded men to invest in the new company.

The promoters of the Montana Fire did that. At the time, the Coast Review rebuked the promoters and warned the investors.

If we recall truly, the chief promoter took a walk and never returned; and the stockholders took charge. The reinsurance of the Montana Fire is mentioned elsewhere.

Perhaps there ARE too many companies; but be sure, for every consolidation of one or more companies there will be one or more new companies.

There May Be No Saving

One of the rather disconcerting signs of the times is the increasing disposition of big interests to carry their own insurance or to trust in "interinsurance" for some degree of protection. The object is to save the commission and a part of or all the expense element of the premium. There are institutions which charge themselves with the regular premium and invest it as a special fund, to be accumulated at compound interest, and later distributed, in part, to the stockholders, if no large losses are incurred. It is an attractive gamble, for gamble it is; but expenses and commissions are saved. Smaller property-owners dare not take these chances; and it is a question if it is good business for "big business" to do so, for they too take chances and lose the services of intermediaries of much ability and long experience.

Fire Caused by Antiquated Locomotive

In an action for loss of a warehouse by fire, evidence which by a process of exclusion of all other probable causes of the fire, together with the evidence tending to show with a reasonable degree of certainty that the sparks from an antiquated locomotive set fire to the building, being sufficient to warrant a jury in returning a verdict for plaintiff, was sufficient to take the case to the jury.—*Liverpool & London & Globe Ins. Co. v. Kosciusko & S. E. R. Co.*, 83 So. 305.

A. A. Maloney is now in Kansas City as branch manager of the Fire Prevention Co.

RECIPROCALLS

They are numerous and increasing, these reciprocal underwriters, under various kinds of names, as "indemnity exchange," "lloyds," "inter-insurance exchange," "reciprocal exchange underwriters," "interinsurance alliance," "consolidated underwriters," "co-operating interinsurance bureau."

They write fire, marine, compensation, automobile, casualty, theft, collision and liability risks, and may yet write life insurance.

These associations usually save some money by paying no commissions or brokerage nor premium taxes. Ostensibly "not organized for profit" they really are organized for the profit of their "attorneys" or promoters. They "steal" rates and discount them.

The competition of these associations is therefore unfair. Without capital they cannot guarantee to pay losses in full; if the limit of the member's liability is one premium the reciprocal cannot and need not pay extraordinary losses; if the limit of the liability is "the subscription" of the member he may be embarrassed financially by a sudden and large demand.

There have been many reciprocal failures and there will be many more, but the survivors and the new ones will receive the patronage of property-owners who are always looking for "bargains" and "cheap insurance."

The Pacific department of the Liverpool & London & Globe and Star Fire now includes Montana, Utah, Wyoming, New Mexico, Arizona, Nevada, Idaho, Alaska, Washington,

Oregon and California. The four additional states bring the department up to other large offices in point of territory.

Over Insurance and Under Insurance

We hear a great deal about over-insurance and the moral-hazard it so often brings, but hear little of under-insurance and the feeling of dissatisfaction so often created in adjustments because of the disappointment of the policyholder. Both are matters of education and largely in the hands of the local agent. His sense of obligation for service to his company and his customer should prompt him to prevent over-insurance and urge that the assured amply cover his property and get the necessary protection. The importance of this work to the assured is seen when we realize that in ordinary times over 40 percent of the property in the nation is not protected by insurance. Of course since the beginning of the war the large increase in values, far outstripping even the increased insurance coverage, makes the deficiency possibly over 60 percent. Neglecting to urge upon his customer proper insurance is a lack of service on the part of the agent and a loss of commissions to himself as well as premiums to his company, but they are not nearly so important as the loss of protection to the policyholder. If the assured is taught by his agent that insurance is not a gamble but an indemnity to give him protection, he will generally prove a good and satisfied customer.—Chronicle, Montreal.

St. Helena, Cal.—The W. A. Mackinder Co. is a new agency corporation.

MISCELLANEOUS

Life Business in France

L'Argus prints a table of new insurance written by 16 French companies in 1913 and and in 1919. All but two show noteworthy gains.

\$4,000,000 Saved

Wanamaker, Jr., with life insured for \$4,000,000 was lost at sea several days, after riding in a sea airplane, but the party were rescued, after floating on the surface for several hours.

Automobile

The executive committee of the National Automobile Underwriters' Conference, at a meeting held in New York, adopted a new schedule of automobile fire and theft rates which will cover all the country. The new rates are on a minimum basis and are not subject to any reductions, although a penalty schedule will be applied as required. The rates for passenger type of automobiles range from 40c. to \$1.50, according to the basic rates which are applicable for all territories, and have been rated to provide proper increases for age.

New York.—At the joint conference of fire underwriters and state fire marshals a speaker from St. Paul, favored a law for criminal prosecution of owners of property destroyed or damaged by fire. Minnesota is to have such a law.

For example, prosecute the owners of a church or a community house or a town hall.

The bill amending the insurance broker's license law in Virginia so as to require public and independent adjusters to secure state licenses and prohibiting the adjustment of losses for unauthorized insurance carriers will probably become a law.

F. E. Dudley, San Francisco insurance man, had an apartment in the Berkshire

while that firetrap was burning. Some unknown man helped him move and helped himself to a silver table set and other silverware. The gods love them who help themselves.

New Coast Casualty Co.

At a meeting of the stockholders of the Fireman's Fund Insurance Company on February 3rd, 1920, President J. B. Levison announced that a casualty insurance company would be organized by the Fireman's Fund during this year.

We need not add that the new company will be conducted on conservative lines and will have the unreserved confidence of agents and the public from the start.

U. S. Manager Wray Resigns and Is Succeeded by Whitney Palache

The resignation of Col. A. H. Ray, United States manager of the Commercial Union Assurance Company and the Palatine of London, is announced. This resignation has been rumored for some time; but the appointment of Vice President Whitney Palache of the Hartford Fire Ins. Co. as his successor is news indeed.

Mr. Palache is a former San Francisco underwriter and his friends are sure that he is the right man for the new place.

Col. Wray has been engaged in fire insurance work for more than half a century. For thirty-six years he has been with the Commercial Union, twenty-one years as United States manager. Recently he visited San Francisco and arranged for the purchase of the old Anglo-Nevada Bank corner at Montgomery and Pine streets, for the California and the Commercial Union.

The Fidelity & Casualty now has in round numbers \$19,900,000 assets, a gain of \$2,600,000 in 1919. About \$5,800,000 losses were paid in the year.

Liberty National Fire is being organized in New Orleans.

REVIEW OF THE PAST YEAR

Many companies paid bonuses to employees, to aid them in meeting the increased high costs of plain living.

Yokohama, Japan, had a great fire in April, serious as to loss because a large part of the business section was burned. Many bamboo dwellings were destroyed also. It is said that 2,000 buildings were eaten by fire or torn down by the fire-fighters.

Vancouver, B. C., in the past year had two substantial fire losses (about \$250,000 each), the Construction Co. building and the B. C. Fir & Cedar Co. plant and much lumber.

Saskatoon, Sask., lost the Quaker Oats plant, with a loss of near half a million.

Seattle I. W. W. hired a steamer and went to a nearby city, bent on releasing criminals. Denied a landing they fired on the police on the dock and killed one officer.

Depositors in the defunct Union Savings Bank of Santa Rosa, Cal., received all told 60 percent of their deposits. It was allied with a local National bank which failed through speculations of its officers.

Great Falls, Mont., had a big fire in the business section. A full page photograving of the ruins was printed in the Coast Review.

The total insurance involved in this Paris Dry Goods Co. fire was about \$340,000, with a total loss on nearly every policy. Fred Henderson was the adjuster. A fire wall saved the whole block from destruction.

Control of the Law Union & Rock was acquired by the London & Lancashire. The separate general agency of the Law Union and the Union Assurance, under Manager H. H. Smith, in San Francisco was discontinued, the former going to Manager Stoy and the latter to Manager Holman.

Preston T. Kelsey became U. S. manager of the Sun.

Commissioner Fishback of Washington made an unsuccessful fight against the fire arting bureau.

The Merchants Fire Assurance Co. established a Pacific Coast department in San Francisco, with George L. McIntire in charge.

Claims for 1906 losses unpaid (compromised) by the Aachen & Munich were solicited by Messrs. Bertheau and Solinski of San Francisco.

Court ruled that policy was void where insured kept on his insured premises an automobile with gasoline in the tank. (531)

The influenza was very bad. The people of San Francisco and a few other places were by ordinance compelled to wear masks. Nurses and doctors wearing masks died of the "flu."

Serious charges of discrimination and unjust practices were brought against the Oregon accident commission.

The wrecked Pittsburg Life & Trust was wound up by the payment of about a million dollars to claimants.

Receiver John C. Lynch brought suit against the former directors of the Pacific Coast Casualty Co.

Coast Review advanced the theory that were there no volcanoes there would be little or no rain, as they discharge immense quantities of dust into the upper air, sometimes darkening the sky for many miles; and rain drops form around dust particles.

A number of safe deposit vaults and boxes in banks in small towns were dynamited by burglars. A new "industry."

Army planes flew from Mineola to San Francisco and from the latter to the former, in the second week of October. Six of the fliers were killed. Distance as mapped, 2701 miles. The winner landed in San Francisco, with flying time of 24 hours, 52 minutes, 55½ seconds. Average, 84.72 miles an hour. Last leg, 518 miles, 4 hours 55 min., 26 seconds; average 103 14 miles an hour.

Official time, now published, made the airplane flight from New York to San Francisco in less than 31 hours and 38 minutes;

and return flight in less than 25 hours and 57 minutes.

The Fireman's Fund shareholders voted to double its capital to \$3,000,000 and add to its surplus, on April 1st next.

Manager E. T. Niebling resigned the Coast agency of the Commercial Union and Palatine, and was succeeded by C. J. Holman.

A. A. Maloney resigned the Coast agency of the Evans companies and was succeeded by C. E. Allan.

The Liverpool & London & Globe and the Royal made a provisional agreement for fusion, all the departments of each to be continued as formerly.

Royal Exchange reentered California, with Benjamin Goodwin as Coast manager.

J. B. Levison, president of the Fireman's Fund, was elected president of the Board of Fire Underwriters.

Geo. H. Tyson was appointed Coast marine general agent for the Home of New York.

A joint marine agency of the Phoenix Assurance, Union Marine and Norwich Union, was established in San Francisco.

Admitted \$185,000 shortage in the Washington Fund.

Influenza was bad in the spring. In San Francisco everybody wore masks, even the hospital nurses who died "like sheep on the plains."

An Arizona court ruled that the accident insured may recover for pain.

Britain's great life company (Prudential) engaged in fire insurance.

Executive bureau contracts of the Great Republic Life were criticised and condemned by California official examiners.

The Guardian Casualty & Guaranty of Salt Lake City proved to be a complete failure. The receiver began suits against the stockholders and general agents.

The Equitable Life's promised mutualization did not "materialize."

H. J. Brace was appointed director of insurance of Idaho.

New York insurance department made a report on the Postal Life, showing that it does pay commissions.

Directors of the Pacific Coast Casualty were made defendants in a suit brought by the receiver.

In Nevada the old resident agency law was amended and an irrelevant rate-filing clause was injected at a night session.

The Pacific Board removed the 10 percent war emergency surcharge on September 12.

The California and Commercial Union bought the n. w. corner of Pine and Montgomery and will erect thereon a 15-story office building.

For the first time representatives of the National Board appeared at the annual meeting of the National Association of Local Agents.

John Marshall Jr. was elected vice president of the Fireman's Fund, succeeding Vanderlyn Stow.

The McDonough bill, aimed at the Bank of Italy's "Stockholders' Auxiliary" agency, was signed by the governor of California. Brokers believed that the "Auxiliary" was an attempt to evade the law against bank local insurance agencies.

DEATHS

Managers: Benj. J. Smith and W. S. Berdan passed away.

L. B. Edwards, once a leading special agent and for a time a manager, died at age 78.

J. F. R. Webber Jr., a special agent, died after a long illness.

John William Hare, a well known Northern California agent, died suddenly.

James Alva Watt, insurance counselor, San Francisco, died after several weeks' illness.

Vanderlyn Stowe, vice president of the Fireman's Fund, passed out after a brief illness.

Calvert Meade, adjuster and for many years secretary of the Fire Underwriters Assn. of the Pacific, died while driving his automobile.

GENERAL

Too Ill with Influenza to Sign Premium Check

New York, Jan. 29.—Richmond Levering, oil promoter, was stricken with influenza so suddenly that he was unable to write a check covering the premium on a \$750,000 life insurance policy before he died today. The insurance had already been issued, but because the initial payment was never made the \$750,000 will not have to be paid, it is said.

The above dispatch appears in an evening paper. Perhaps it is true.

But if the policy were not simultaneously delivered (see January Coast Review) the man would have been uninsured anyway. In the New York Life (for example), it appears, payment of premium and issuance of policy do not bind unless the policy is "delivered."

In fire insurance practice the insured is immediately protected, even if policy is undelivered and premium is unpaid.

Life

Influenza put the fear of death in the hearts of the people and they welcomed the life insurance agent as a good brother.

The Travelers will at once increase its capital from \$6 000,000 to \$7,500,000. The company is now in its 56th year and has paid nearly \$250,000,000 to its policyholders.

Our excellent contemporary The Policyholder charms us when it writes something that indicates its confidence in the enforcement of American anti-rebate laws.

The New England has \$475,178,754 insurance in force. It wrote \$89,000,000 new business, a gain of 87 percent.

New paid for life insurance written by the Travelers in California last year was \$11,151,034, an increase of \$694,077 over 1918. The big total does not include a large group life business.

The Guardian Life now has over \$200,000,000 in force. New business was over \$37,000,000, a gain of over 50 percent.

City of New York

A Best bulletin says that for some time stock of the City of New York has been bought for interests closely identified with the Home of New York. The capital of the former company was increased from \$600,000 to \$1,000,000 on Feb. 6, by the issuance of 4,000 shares of \$100 each, all of this new stock being taken by the Home interests, and giving control. Price paid for all stock acquired was \$200 a share. The City of New York will be continued as a separate company. This company made \$9,238 underwriting profit last year, and gained \$257,000 in premiums and over \$500,000 in assets and \$43,000 in surplus after paying 6 percent dividends.

Marine.—A federal official calls the attention of shippers to the present fact that losses payable in foreign money mean a great deal of underinsurance. He urges such shippers to protect themselves with additional insurance covering the difference between American money and foreign money values.

Stockton, Cal.—Launch Madeline partly destroyed by fire. \$850 loss.

The motor-ship Santa Flavia pounded away on the rocks at Bonita Cove. San Francisco tugboats towed the leaking ship safely to port.

It is high time that there should be a standard life policy as well as a standard fire policy.

Nobody now objects to a standard fire policy.

Once made and tried, nobody will object to a standard life policy—one that will insure as soon as application is accepted and premium is paid.

Big Dividend. — The Alaska Packers Association, which self insures its salmon fleet, accumulated \$2,854,850 from premiums saved, and has declared a special \$20 per share dividend.

The St. Paul is to have \$2,000,000 capital.

FIRE

W. B. Hopkins Dead

"Billy" Hopkins, secretary of the Pacific department of the London & Lancashire Fire Insurance Co., was found dead in his bed at the Bohemian hotel, San Francisco, in the morning of February 16. Mr. Hopkins was in his 54th year. He was the son of Caspar T. Hopkins, president of the California Ins. Co. for many years.

New Nevada Rate-Filing Law Upheld

The insurance law recently enacted by the Nevada legislature "by trick and device" late at night was upheld by Judge Farrington of the federal court, who declared it constitutional notwithstanding defects. Federal courts dislike to interfere with state laws, and will sustain them if possible.

The objectionable law requires all non-state companies to file a schedule of rates. The Nevada Fire, although a member of the Board engineered this bill through, with the aid of its prominent agents, after the committee had turned it down.

Phoenix and Norwich Union Fusion

The business of the Norwich Union will be continued at Norwich, Eng., under the present board, to which are added five members of the Phoenix board. Five members of the Norwich board are also appointed members of the Phoenix board. Sir Gerald H. Ryan is chairman of both companies.

Apartment House Fire in San Francisco

At 12:15 a. m., Monday, Feb. 12, the 5-story and basement brick Berkshire apartments at 729 Jones street, San Francisco (where the old Berkshire hotel was), was discovered afire.

Within thirty minutes five alarms were sounded. About 30 pieces of fire apparatus were called out. The fire burned 5 hours. Deaths number 2; injured persons, 30.

Fifteen minutes after the fire was discovered by a garage man, the basement boiler

exploded. A few minutes later the roof fell in and carried down parts of the fifth and fourth floors.

Tenants escaped by the fire-escapes, by nets, or with the aid of the firemen. One woman jumped to her death from the third floor to the pavement.

The fire marshal found that oily waste burned spontaneously, and as this waste was next to the gas and electric meters the latter were burned and the escaping gas spread the fire instantly from floor to floor.

The fire chief urges the public to send in alarms via the nearest fire alarm box and not by telephone, as in this case the attempt to alarm by 'phone caused a long delay.

Died

Pacific Coast General Agent Tyson is in receipt of a telegram from New York advising him of the death of former President iWm. N. Kremer of the Great American Insurance Co. Mr. Kremer had been identified with the company for a great many years and became its president in June, 1898. He was retired several years ago owing to ill health, and the present president, Chas. G. Smith, succeeded him.

The youngest president, Elbridge Gerry Snow of the Home of New York, is as cheery as ever any man was after passing his 79th birthday. An armful of telegrams and a sackful of letters, congratulatory and complimentary in the highest degree, distinguished the anniversary.

Max Thompson stocked up with judgment before the ban, but a bad man with better judgment took over his entire stock of condensed liquid food, valued at \$2,500 and did not leave a receipt.

The National Security Fire of Omaha and the Twin City Fire of Minneapolis have fired their presidents and elected non-residents

—January in California was the driest for that month in sixty years.

PACIFIC MUTUAL LIFE INSURANCE COMPANY

Wonderfully Good Year, with Extraordinary Gains in New Business, in Income and in Resources — Now a 50-Millionaire

In every particular the past year was favorable to the Pacific Mutual Life Insurance Company of California. The death rate, the actual to the expected or tabular average for all, was only 63.6, notwithstanding the prevalence of influenza in the spring of 1919. New life insurance written and paid for doubled. Assets and surplus made large gains.

The Pacific Mutual now has more than \$50,600,000 assets. The gain in this respect was more than \$5,200,000.

Life insurance in force is now about \$266,000,000, a gain of over 21 per cent in the year.

The cash income is now about \$15,000,000 a year, a gain of \$2,618,000 as compared with a gain of \$956,680 in 1918.

Death claims fell off to a very notable degree.

The accident department fared very well, its premium income being \$2,492,843 as compared with \$2,042,122 in the previous year.

The capital stock has been increased from \$1,000,000 to \$1,200,000. The surplus set aside for future dividends to policyholders is \$3,503,448, a gain of about \$290,000; surplus unassigned is \$1,127,974, a gain of \$302,222.

The total surplus as regards policyholders is \$5,831,422 or about 11 per cent of the assets. This percentage is more than double the average for all American life companies.

ITEMS

A premium paid to a life insurer is an investment as far as the contribution to the legal reserve is concerned. A share of every premium is added to the legal reserve, which accumulates also at compound interest.

The safety of this investment depends on the honesty and ability of the management of the insuring company. The size of the company has nothing to do with this safety. The small company is quite as safe as the giant, if managed with common honesty and ability.

As soon as you insure your life you are putting money out at compound interest.

Australia will try unemployment insurance—and unemployment insurance will “try” Australia.

Will strikers be paid benefits? Will high wages because of unemployment a part of the time be continued? Will the increased taxes to pay benefits to the unemployed be immediately added to the cost of living? Would it not be better to give the unemployed work on the public roads, at wages and for hours that would not prevent them from working for private employers? There should always be public work for the unemployed for half earnings at cost.

Men who succeed work long hours.

Better be a live ditch digger than a half-alive agent or clerk.

The Pacific Mutual Life Insurance Company

Of CALIFORNIA

RESULTS FOR 1919---FIFTY-SECOND YEAR

<i>New Life Insurance Issued (Paid-for Basis)</i>	\$ 71,177,949.00
<i>Total Life Insurance in Force, December 31, 1919</i>	265,796,787.00
<i>Gain in Life Insurance in Force</i>	57,149,267.00
<i>Total Cash Income</i>	14,767,475.53
<i>Gain in Cash Income over 1918</i>	2,617,944.91
<i>Total Paid Policyholders</i>	4,878,279.27
<i>Grand Total Paid Policyholders Since Organization</i>	63,234,313.00
<i>Surplus, Assigned and Unassigned (Exclusive of Capital)</i>	4,631,422.31
<i>Gain in Surplus</i>	592,093.81
<i>Gain in Admitted Assets</i>	5,208,998.66
<i>Gain in Reserves</i>	4,527,768.99
<i>Premium Income, Accident Department</i>	2,492,843.62
<i>Gain in Accident Premium Income</i>	450,721.51

BALANCE SHEET, DECEMBER 31, 1919

ASSETS

Loans on Real Estate	\$25,196,316.45
<small>Amount of Loan does not exceed the statutory percentage of appraised value</small>	
Loans on Approved Collateral	4,188,061.87
Loans to Policyholders	7,764,619.50
<small>In no case does amount of Loan exceed the Reserve held by the Company</small>	
Bonds Owned	7,881,729.97
Real Estate Owned	2,350,455.60
<small>Including Home Office Building</small>	
Interest Due and Accrued	755,434.81
Outstanding and Deferred Premiums:—	
Life Department	786,213.56
Accident Department	384,702.27
<small>Net Amount, Reserve charged in Liabilities</small>	
Cash on Hand	1,333,889.05
<small>Including \$1,198,097.16 of Deposits drawing Interest</small>	
Other Assets	271.19
TOTAL ADMITTED ASSETS	\$50,641,694.27

LIABILITIES

Reserves on Policies	\$43,272,552.52
Claims in Process of Adjustment	544,062.64
Premiums and Interest Paid in Advance	267,713.37
Reserved for Taxes Payable 1920	256,000.00
All Other Liabilities	469,943.43
<small>Including \$114,802.93 for Agents' Commissions in Accident Department</small>	
Total Liabilities	\$44,810,271.96
Capital Stock	1,200,000.00
Surplus Set Aside for Future Dividends to Policyholders	3,503,448.60
Surplus Unassigned	1,127,973.71
TOTAL	\$50,641,694.27

*Death Rate, Actual
to Expected, - 63.6%*

HOME OFFICE,



FOUNDED 1868

*Average Rate of
Interest Earned, - 5.94%*

LOS ANGELES, CAL.



CHIPS

—Garage Liable for Car Theft.—Defendant conducted a public garage in which plaintiff kept his automobile on a monthly rental. The machine mysteriously disappeared. Defendant's only evidence of its loss was to the effect that he could give no explanation of it, and it seems to have been conceded that the car was stolen. Offer was made of evidence that signs were posted in the garage reading "not responsible for cars stolen." It was not shown that plaintiff had ever seen the signs, and the offer of proof was rejected. Judgment went for plaintiff in the lower court, and was affirmed by the Minnesota supreme court which held that the rule governing liability of a railroad company as a warehouseman, imposing upon it the burden of showing before the jury that his negligence was not responsible for the loss, governed the garage keeper's liability.—175 N. W. Reporter 300.

—The workman while at work entered a building and lay down on a pile of brick, at 2:30 a. m. An hour later the foreman went to the top of a tower and threw a brick down on the roof of the building where employee slept, to awaken him. The rock broke through the roof and inflicted a mortal wound on the head of the sleeping workman. Held, that this accident occurred in the course of employment.—108 A. 313.

—A southern California man stepped into the street to avoid the ill luck of passing under a ladder on the 13th. Just as he left the street curb an automobile knocked him down. He is in the hospital. An employee of this publication defied the jynx, at the foot of Sacramento street, and walked under a ladder, on which was a fat man. Our employee was picked up with two broken ribs and went to hospital.

—Oregon Fire Relief.—This McMinnville association reports \$392,346 cash resources, a gain of over \$40,000 in the year; \$47,783,599 outstanding insurance, a gain of \$4,400,000, covering 58,000 separate risks. Average per risk, \$900. Gain in number of risks, 2,000. Losses increased \$29,000 or 25 per cent, principally in three Oregon towns which suffered heavy losses. The policy of this mutual is never to bunch risks.

—BANKING.—A bank to which a note is sent for collection is the agent of the sender, and payment by the maker to the bank discharges the note.—*Bank of Hatch v. Mossman*, 185 P. 275.

If a bank is authorized by a depositor to loan the latter's money, the bank for that purpose acts as an agent; and, if it lends the money in good faith and uses due diligence, it is not ordinarily liable for any losses that occur.—*Simpson v. First Nat. Bank of Roseburg*, 185 P. 913.

—Bank and Depositor.—Georgia court of appeals stated the rule governing the creation of banker and depositor as follows: "In order to create such relationship, the minds of the parties must meet, and without this there is no obligation on the part of the bank to honor checks signed by the person making such deposits. Even though the bank actually received the money, it would not be liable for damages for failing to honor such checks, but would be liable only as a bailee for the money so deposited." 101 Southeastern Reporter 315.

—It is announced that matriarchal government is soon to succeed patriarchal government everywhere, and the women are to hold all the offices. Men are to be allowed to exist but are to be slaves of women as in the golden primitive age. Men will not be needed for war for there is to be no war. All women will be pensioned and will do no work.

How Much Are You Insured For?

Is your property well covered by fire insurance?

Have you taken into consideration the facts of increased values?

Your household furniture, your home, your store, your factory, your machinery, your merchandise, are worth much more than three years ago, more than a year ago.

Have you increased your insurance accordingly?

Have you—if you could—taken out additional life insurance equal to the depreciation of money? Additional accident insurance?

GENERAL

Fires

GARAGE

Honcut, Cal.—Warren Irvingtinger's garage, three autos, accessories and tools burned. Loss \$14,000.

PUMP HOUSE AND HOME

Yuba City, Cal.—Fire in the engine room of J. L. Welter destroyed his home also. Loss \$10,000.

Berkeley, Cal.—At 1423 Bay View place fire caused by spark on roof of dwelling, with \$9,000 loss.

CANEFIELD FIRES

On the island of Kauai (T. H.) nine canefield fires were started on seven sugar plantations. Some eighty acres of sugar cane were burned. The incendiaries are believed to be the Japanese strikers.

HOSPITAL

Montesano, Wash. — Hotel burned; adjacent hospital burned. Loss \$20,000.

SAWMILL

Kalso, Wash.—Thompson Ford Lumber Co. sawmill burned, with loss of \$38,000. Static electricity cause.

STORE

Tonopah, Nev.—Divide Mercantile Co. store burned Feb. 6.

PAINT SHOP

At 34 McDougall court, near Mission, paint shop of the San Francisco Drayage Co., including 12 auto trucks. Total loss \$40,000.

HARDWARE

In Oakland, 713 Broadway, Feb. 10, J. H. Pencovich hardware store and damaging adjacent buildings in the rear.

THEATER

At Mexicala, over the border in Mexico, the Owl theater and adjacent small buildings burned. Eight hundred people, many gamblers, were in the theater building at the time of the alarm.

Yuba, Cal.—At Almendra station the house of Bantam Singh. Hindu, was destroyed by fire. He suspects incendiarism.

I. W. W. Incendiarism

A witness in the trial of C. F. Bentley at Stockton, Cal., displayed phosphorus furnaces and incendiary bombs made by the I. W. W. In October, 1917, four members started for Modesto in a machine with forty phosphorus bombs. Several were set out but the incendiaries hastened way and did not see any fires. This witness (Elbert Cowts, a former member of this sabotage society) testified to several places in California set fire to in 1917.

See Coast Review 1919 page 7.

Auto Thefts

336 automobiles were stolen in California in January, of which 55 were stolen in San Francisco and 42 in Los Angeles.

Explosion.—In Black Tom Island explosion cases a jury has returned a verdict for \$140,149 against the Lehigh Valley R. R. Co.

The Ohio state fund is solvent, says Actuary Wolfe, but the way he criticises that job-producer and recommends its examination by some other department is very suggestive of "structural weakness."

Does burglary insurance policy cover theft of stimulants from home? A San Francisco man (L. McMullen) says it does and is suing the insurer to recover \$75.

Sunstroke.—In San Francisco Mrs. Rose Scheel is suing the Aetna Life for \$7,500 alleged due under policy on her husband, who died from sunstroke, after walking two miles in the broiling sun to Brawley, in Imperial Valley, Cal. Scheel's automobile broke down. Plaintiff contends that sunstroke is an accident. Several courts have so ruled.

Victory Bonds

The 4½ Victory bonds of the United States are now 90½ bid, a decline from 94 some weeks ago. In some quarters it is believed that with other securities, there will be a further decline.

Items

Have you a line on Felix Rauenbuchler, Hydesville, Humboldt county, Cal.?

"Our Animals" of San Francisco prints an account of his "Unbelievable Cruelty to a Cat." Angry he saturated the cat with kerosene, wrapt it in paper and set fire to it. Rauenbuchler pleaded guilty to the charge of cruelty and was fined \$50.

Hail loss claimants of the Nebraska State Hail Fund are grumbling over the six months delay in paying what is their due. It appears that the premiums are paid as taxes, and only after collected does the Fund pay claimants. They are paid pro rata, if the funds are too small to pay claims in full. The state never does anything well but always with an eye single to supplying jobs for political workers. Talk it.

Geraldine, Mont. — C. O. Dunstall has been awarded \$11,600 damages by a Quebec court for injuries received while using a Ross rifle.

Funny, it is — that when we write "officers" the compositor always types it "offices" and when we write "offices" out it prints "officers." Never known to fail.

Sieger & Kerr foundry, 18th and Folsom, S. F., damaged by fire starting in its carpenter shop.

Rioting. — San Francisco striking union shipworkers discharged their pistols at a train load of associated shipworkers who are willing to work for \$8 a day.

Unusual Accident. — Two farmers, brothers, near Tulare, Cal., were at work on a new pump. They had to lift an iron pipe high. The end struck a wire carrying 11,000 volts electric current. They were instantly killed, or as the daily papers say, "electrocuted." That is not a "cute" word.

A New York paper editorially scoffs at the condemned ouija board and on the same page prints "What the Stars Predict."

Alameda, Cal. — Emergency main of the East Bay Water Co. broke today in Oakland. As the other main was recently broken in the estuary by a dredger, this second break left this city without water today (February 2).

Chicago. — The Atlas will continue its Western department in this city.

The Connecticut Mutual wrote \$63,342,000 last year, a gain of about 100 percent. Insurance in force is now \$331,000,000.

The assistant manager of the Western department of the Fireman's Fund at Chicago is now Harvey A. Bush, who recently resigned as assistant secretary of the three Evans companies.

The National Life of Vermont now has \$267,800,000 insurance in force, a gain of \$34,377,184.

What became of Wm. Briggs, broker at 415 Montgomery st., San Francisco, before the great fire? There is money coming to him or his heirs.

Russell A. Little having declined re-election to the presidency of the Glens Falls Insurance Co., Egbert W. West, vice president, was elected president. Secretary H. N. Dickinson was elected vice president, and the assistant secretary, F. M. Smalley, was elected secretary. President West entered the service of the Glens Falls in 1873 as chore boy.

Stockton, Cal. — Engine No. 2 is out of commission by collision with a truck.

An English court has upheld the income taxers who contended that a rebate to a favored class (\$210,000) a society of government employees, was not money disbursed as commissions or expenses but was income taxable.

Seattle's Fire Losses in 1919 totaled \$762,757. There were 542 fires, with \$1,407 average loss. The Whiton Hardware Co. plant fire caused about \$275,000 loss. In 1918 the Great Northern Oil dock loss made a total loss for the year \$2,809,528.

New York. — The Home has acquired additional property at 59-61 Maiden Lane, making with 57 sixty feet frontage and sixty-four feet on William street. A fine modern building, sufficient for the company's use, will be erected at an early time.

Tacoma lost \$100,000 by the operation of its municipal traction lines last year. San Francisco is afraid to admit how much she lost on her municipal carlines.

PAST

In a book of instructions issued in 1870 there is no mention of concrete or steel frame. The term "omnibus block" is used.

Gasoline was also called "liquid gas" and "Auroral oil," phosgene, carboline, eymogene.

Distillery rates ranged from \$7 to \$10, steam flour mills from \$3.25 to \$5. We read: "Beware of coal oil in livery stables." Planing mill rates (steam) were \$7, \$8 and \$10. Steam sawmills, \$7 to \$10. House plates were in use for advertising.

When Mr. Wolf went out of the California state insurance department and Mr. Phelps went in, employees found that the civil service regulation were no protection to them. Mr. Lumbardy, recently married, a specially competent young clerk of experience, was unceremoniously fired by the new commissioner. Mr. Danforth, an elderly man of long experience, was coldly dismissed. Young Lumbardy fell ill and worried so over the loss of his position that he became affected mentally and soon died in a sanitarium. Mr. Danforth was made of sterner material. He made a successful fight for his place and regained it, but he became ill over the fight and soon found himself unable to do his former clerical work and retired to a sanitarium, where he now is. Subsequently the commissioner lost his job and was retired at the end of two instead of the usual four years. How did he get there?

1919

An Alabama bill proposed to limit all agents' commissions (except life) to $7\frac{1}{2}$ per cent. The average is now 22.

A California county board of supervisors passed a fire ordinance requiring all engines operating in fields to be equipped with a spark arrester, and the plowing of twenty feet around warehouses, etc.

Bakersfield, Cal., had a \$500,000 department store fire. The fire chief was subsequently let out.

Coast Review published the California anti-rebate law in full, in pages 20, 21 and 22.

A supreme court held the local agent liable for the fire loss where he failed to cancel as he was ordered to by his principal. (531)

A San Francisco labor union demanded from employers 10 percent of the net profits yearly and also 25 percent of the stock.

Alaska enacted a drastic resident agency law—though there is only a handful of agents and nearly all the business is written in San Francisco. The new law had holes in it.

1918

"Underwriters," an additional title of a company, allowed in Oregon to have one agent in each city, town or village. All additional titles required to report their business separate from the parent company.

1917

Oregon passed a law licensing adjusters. Companies, however, are allowed to adjust losses through their own employees or agents.

Also a law requiring, with annual report, a statement of commissions paid to agents in cities in Oregon.

1881

In this year Harpers in January published an article by Dr. T. M. Coan, "Does Life Insurance Insure?" The weak points of life insurance were pointed out. In the

April number Rev. Stephen H. Ting Jr. wrote "Life Assurance Does Assure." He referred to assessment insurance, then new, as the caricature of life insurance. The New York Stock Exchange system of "insurance," a gift to heirs of a member, appears to have suggested co-operative insurance. Assessments were regardless of age and there was no medical examination. The Exchange abandoned this plan long ago. Reference made to the 30 percent mean average premium in gold in the depreciated currency years 1862-78.

Bubble Neatly Punctured

From Best's Insurance News

Piver, Perverse Prevaricator.—We do not want to exaggerate the importance of John C. Piver, founder and apparently still the 'Pooh Bah' of the Underwriters' Report, by paying too much attention to what he says about us, but the unblushing effrontery of an article printed in the July 4, 1918, issue of that paper should not be permitted to pass without exposure.

Last month we stated that for an attack made by Piver several years ago upon a reputable company "he was arrested, tried and convicted of criminal libel, and paid a substantial fine."

In his article written in reply, Piver says: " * * * there never was any trial where Mr. Piver was tried for criminal libel * * * ;" then, in the same paragraph he adds that "In only one case did the matter ever come before a jury and in this, hearing of the evidence for two days at Seattle resulted in acquittal of Mr. Piver for the alleged libel." His theory seems to be that he was not tried at all, but that when he was tried he was acquitted—which is like the story of the man accused of stealing a kettle and taking it to his house, two miles away, who, as a complete defense, swore that he never stole the kettle, that it was an old kettle anyway, with a hole in the bottom, and that he did not take it to his house, but left it at the tinsmith's to be repaired.

Here are the facts concerning the prosecution of Piver referred to by us last month:

On October 10, 1910, a complaint charging John C. Piver with the crime of libel was filed before Fred C. Brown, Justice of the Peace in and for Seattle precinct, King Co., state of Washington.

On October 22, 1910, deputy sheriff S. H. Malone arrested Piver on a warrant and brought him into court. His bond was fixed at \$500 and the case set for November 1 at 1:30 p. m.

On November 1, 1910, Piver demurred to the complaint.

On November 2, 1910, the court overruled the demurrer. The defendant was arraigned and entered a plea of not guilty. Witnesses were called and heard, and the court found the defendant guilty and fined him \$300 and costs.

The defendant appealed; bond was fixed at \$700.

On March 23, 1911, in the superior court of the state of Washington for King county a motion to dismiss the appeal was overruled, and it was ordered that judgment of \$300 and costs be affirmed, "and that the defendant is hereby sentenced to pay the sum of three hundred dollars and costs and stand committed in the custody of the sheriff until said fine and costs are paid."

All of which is taken from the official court records, which, however, must have been manufactured out of whole cloth by some malicious person, for have we not Mr. Piver's own statement that he never was tried for libel, and that when he was tried he was acquitted?

We can understand Piver, and, in a way, excuse him, for evidently something essential was left out when his character was mixed; but we cannot understand supposedly reputable people who lend the light of their countenances to him by subscribing for and advertising in his paper.

Royal

The Royal was incorporated May 31, 1845, and began business June 13 following. It will be 75 years old this coming June. Its paid up capital is \$2,208,510. This is to be doubled at once. There is also \$4,219,000 redeemable debenture stock.

LIABILITY OR COMPENSATION IN COURT

LEFT THE TRUCK AND WAS RUN OVER

Helper of truck chauffeur, hungry because his employment had left him without food for many hours, so that it was necessary for the continuance of his work that he should eat, who left the truck to go to a bakery for food, and who was struck and instantly killed by an automobile, was killed in the course of his employment, within the Compensation Law.—179 N. Y. S. 586.

LIFE SOLICITOR FATALLY HURT

A solicitor and collector for a life insurance company, fatally injured by a street car when running across the street to take a car, was injured in the course of his employment, within the Workmen's Compensation Act: his necessary use of street cars in his employment exposing him to dangers not too remote in their causative relation to the employment.—Moran's Case, 125 N. E. 591.

LOSS OF EYE

Where the injury necessitated removal of the lens of an eye, leaving it so it could not be used, because it would not co-ordinate with the normal eye, although by the use of various lenses the servant might have some use of the injured eye, and in case of loss of the other eye it would be of benefit to him, he must be deemed to have suffered a "total loss of one eye" within Workmen's Compensation Act, § 8 par. "e," as amended by Laws 1915, p. 433.—Juergens Bros. Co. v. Industrial Commission, 125 N. E. 337.

PUTTING OUT FIRE WITHOUT ORDERS

A millwright and foreman of a pattern department of an iron company, whose duty required him to be at his employer's plant at times other than the customary working hours, was engaged during a Saturday half holiday in checking over patterns and working with an inspector from out of town. As he was leaving the plant it was discov-

ered that one of the buildings was burning. He immediately turned back and requested another employe to assist him in extinguishing the fire. He was last seen alive outside of one of the buildings, and his body was found four days later in the basement of one of the destroyed buildings. The Industrial Commission of Wisconsin awarded compensation to the widow. The award was affirmed by the circuit court, and its judgment was affirmed by the supreme court of Wisconsin, in *Belle City Malleable Iron Co. v. Industrial Commission of Wisconsin*, 174 Northwestern Reporter, 899. Judge Eschweiler, who wrote the opinion of the court, said that he did not believe that the Workmen's Compensation Act, required that an employe should be penalized for the natural and commendable instinct on his part in performing the services without specific instructions from a superior, or in voluntarily assuming responsibility in trying to save his employer's property.

AUTO OWNER AN EMPLOYEE

Where an automobile delivery truck owner agreed for six months' term to furnish truck and to devote his exclusive personal services from 8 a. m. to 6 p. m. in delivery of goods for a company, and during such time to be under its control and direction, he was its "employee" under Civ. Code, § 2009, and entitled to compensation for injury.—*Eng-Skell Co. v. Industrial Accident Commission of State of California*, 186 P. 163.

Total Disability Does Not Mean Absolute Physical Disability

Total disability does not mean absolute physical inability to transact any kind of business pertaining to insured's occupation. It is sufficient if injury is such that common care and prudence require him to desist from business so long as it is reasonably necessary to effectuate a cure, and that for a few days insured did not discover seriousness of injury would not disprove that he was not wholly disabled within meaning of policy.—*Metropolitan Casualty v. Edwards*, 210 S. W. 856.

SCANDAL

—

Misleading Statements About Government Life Insurance — Twisting by Life Agents

Director R. G. Cholmely-Jones of the Bureau of War Risk Insurance announced today that misleading and incorrect statements relative to the permanency of government insurance are being circulated by individuals apparently engaged in attempted "twisting" of insurance. A specific and typical report received by the director was to the effect that some of these individuals had boarded a naval vessel at Philadelphia and had told the sailors that government insurance would not be good after five years.

"Government life insurance for veterans of the great war is a permanent proposition," said Director Cholmely-Jones. "Misleading statements have been made to the effect that government insurance will cease at the end of five years after the war, or that it will be turned over to private companies. Such statements are absolutely false and without foundation. There is, however, a requirement that the temporary term insurance held during the war which increased in cost from year to year, be changed or converted into one of the six permanent forms of government life insurance (ordinary life, 20-payment life, 30-payment life, 20-year endowment, 30-year endowment, or endowment at age 62) within five years after the formal declaration of peace by proclamation of the President, if the insured desires to continue to be protected. This permanent insurance does not increase in premium cost as the insured grows older.

"Improper conduct by the individuals I have referred to is in direct opposition to the attitude of the great life insurance companies, which is embraced in a statement by the secretary of one of the large companies, who recently said:

"Of course, a life insurance company can not grant insurance at less than cost, but the government offers insurance to soldiers and sailors at less than it would

cost the government to grant that insurance (that is because the government bares all expenses of management, etc.). The government is justified in this liberality in consideration of the fact that these soldiers and sailors have risked their lives, or have been willing to risk their lives, for the benefit of the Nation. All this being so, it is obviously expedient for soldiers and sailors to take all the insurance offered by the government at the low rate charged."

"The company whose secretary made the above statement has instructed all its agents to refuse to take applications from soldiers and sailors until they have taken the full amount of the new government insurance to which they are entitled."

Reinstatement of War Risk Insurance Within 18 Months Still Holds Good.—To relieve any confusion that may exist in the minds of former service men on account of the special provision of lapsed War Term Insurance which authorized reinstatement up to December 31, 1919, regardless of date of discharge, announcement is made by Director R. G. Cholmely-Jones of the Bureau of War Risk Insurance that the provisions for reinstatement of lapsed or canceled insurance, within 18 months from date of discharge, upon payment of only two months' premiums on the amount of insurance to be reinstated, provided the insured is in as good health as at the date of discharge or expiration of the grace period whichever is the later date, and so states in his application, still holds good. Other provisions are still in force.

Best's reports that the Twin City Fire received, last week, from another company a proposal to buy (at \$16) 60 percent of its stock. This liberal offer was turned down. In its seven years the Twin City has paid only two small dividends. Ninety per cent of its business is reinsured in the Great American.

Darwin P. Kingsley has declared himself a candidate for the U. S. presidency. No use. Darwin, your picture looks too much like the ex-kaiser.

OCCIDENTAL LIFE INSURANCE CO.

—

**Handsome Gains in Assets, Income,
New Business and Insurance in
Force**

It was a great year for the progressive and energetic Occidental Life Insurance Company of Los Angeles. New business increased nearly 100 percent. Life insurance in force is now \$28,136,293, a gain of \$7,311,037, a gain of over 35 percent.

The writing of \$10,938,798 new business in 1919 as against \$5,909,426 in 1918 is one of the extraordinary achievements in American life insurance last year. It is evidence not only of a good organization but also of a good company reputation.

The total income gained about 25 percent. Gains were made in both life and accident premiums.

The surplus to policyholders is more than ample, being over 12 percent of the assets. The average surplus of American life companies is only 4 percent of the assets.

The Occidental Life is growing in a healthy way and presents every evidence of a safe and prosperous future.

We are glad to note that it has made a large increase in its United States war securities, the safest investment in the world.

Answers

R. P.—Explosion insurance has proved profitable, with a loss ratio of about 5 percent. Windstorm and tornado business has been ranging at 40 percent loss. Very little of this class is written west of the Rockies.

G. B. R.—We shall always be glad to have you send us the facts of any failure to pay just claims by any fire mutual, inter-insurer or stock company. We will then

publish the same if after correspondence we find the report to be substantially true.

Stockings Dyed by Pink Soft Drinks

The following is taken from "Law Notes":

Very amusing are some of the cases in the law reports describing the deceptions practiced by violators of "pure food and drugs" acts, and one often finds racy reading in cases between proprietors of medical compounds and certain delectable drinks of advertised "mickle might."

The food and drug department of the state board of health in Indiana prepared an exhibit for public display. It is a dark pink stocking, dyed so as to resist the ordinary methods of laundering. The dye used was got from a bottle of summer soft drink such as may be encountered at almost any soft drink establishment.

The bottle from which the dye stuff was taken was sent in by an inspector, and an examination in the laboratory led one of the chemists to believe that coal tar dye had been used in creating the beautiful strawberry color of the drink. As a test about one-fourth the contents of the bottle was poured into a bowl and a whitestocking was soaked in the solution for a few minutes. It came out a beautiful pink, except the heel and toe, where other yarn had been used. Repeated washings by the chemist under conditions similar to those used in laundries failed to dislodge the color. "One might as well drink the ordinary dyes that are sold in the drug stores for dyeing woolen goods as to drink that stuff," said the chemist.

There is much cochineal dyestuff in beverages other than those obtained—unless by telepathy et al.—at drug store soda water fountains. Witness Falstaff's reported remarks about Bardolph, whose favorite tippie was sherris-sack:

Boy. Do you not remember, a' saw a flea stick upon Bardolph's nose, and a' said it was a black soul burning in hell-fire?

Bardolph. Well, the fuel is gone that maintained that fire, that's all the riches I got in his service.—King Henry V., Act II, sc. 3.

FINANCIAL CONDITION OF Occidental Life Insurance Company

JANUARY 1, 1920

ADMITTED ASSETS

Mortgage Loans on Real Estate, first liens	\$1,337,144.29
Loans to Policyholders, upon Security of Company's Policies	324,873.67
United States War Securities	222,798.08
Bonds	183,937.48
Book Value of Real Estate	171,330.01
Cash in Office and Banks	109,747.28
Net Life Premiums Deferred and in Course of Collection	57,537.31
Interest Due and Accrued	40,689.69
Other Assets	1,884.08
Total Admitted Assets	\$2,449,941.89

LIABILITIES

Reserves on Life Policies required by Law	\$2,009,181.51
Reserves on Accident Policies required by law	51,878.72
Life Premiums and Interest Paid in Advance	12,203.68
Reserved for Federal, State and other Taxes hereafter payable	29,142.51
All other Liabilities	36,677.14
Total	\$2,139,083.56
Surplus including Capital Stock, \$250,000.00 (Fully Paid)	310,858.33
	\$2,449,941.89

PROGRESS OF COMPANY

End of Year	Admitted Assets	Prem. Income Life Dept.	Premium Income Accident Dept.	Total Income Premiums and Interest	Life Insurance For Year	Life Insurance In Force
1907	\$ 317,446.80	\$ 57,290.30	\$ 11,929.95	\$ 76,068.81	\$1,257,040.00	\$ 1,658,940.00
1908	361,973.09	116,948.57	44,344.50	178,441.98	2,098,901.20	2,997,891.20
1909	437,366.24	157,740.57	88,375.01	269,576.53	2,125,744.74	4,056,924.07
1910	529,815.67	195,151.42	142,758.24	363,162.71	2,361,438.36	5,296,312.90
1911	631,482.89	231,584.71	166,342.59	431,922.67	2,427,761.29	6,495,776.70
1912	757,952.57	255,620.24	166,092.16	460,784.28	2,544,685.87	7,516,857.21
1913	897,192.51	302,277.14	174,605.62	526,065.43	3,157,238.58	8,738,603.36
1914	1,052,138.72	382,050.55	178,205.65	620,571.43	3,772,544.20	10,294,418.80
1915	1,180,373.64	357,430.71	168,117.51	591,186.03	3,959,365.10	11,438,356.87
1916	1,351,896.39	389,196.34	214,158.79	689,472.41	4,381,206.19	13,525,607.64
1917	1,517,013.31	554,650.78	235,342.73	877,462.14	5,582,141.69	18,565,495.15
1918	2,112,996.92	672,946.95	235,275.37	1,019,809.75	5,909,426.23	20,825,256.37
1919	2,449,941.89	887,461.02	260,527.45	1,273,588.84	10,938,798.22	28,136,293.78

HOME OFFICE: 12th Floor, Merchants National Bank Building, Sixth and Spring Streets, LOS ANGELES, California



NEED A STANDARD LIFE POLICY

When a giant life company receives an application for insurance, accompanied by the premium therefor, and accepts that application and writes the policy but fails to deliver it in time, as it could, and then denies liability, as reported in this journal, there is certainly need for a standard form of policy which makes the insurance begin as soon as the application is accepted and the premium is paid.

A standard form of life policy can be framed in a manner to insure uniformity in essential provisions and permit originality and liberality in options. All policy forms, so far as printed words are concerned, should be filed with state insurance departments and receive official approval.

When an application for fire insurance is accepted the applicant is insured. The life insurance contract, however, should be conditioned also on the receipt of the premium.

People do not read a fire insurance policy; few people read a life policy, having accepted the statements of the seller.

The life policyholder is as much entitled to the protection, the guarantee, of a standard form of policy as is the fire policyholder.

A life policy form which has been approved by the state will aid the work of the insurance salesman and will reduce litigation which brings the companies and the business into disrepute.

The Coast Review is asking the managers to cooperate in the framing of an acceptable policy form to be presented to the legislatures for enact-

ment into a standard life policy, with privilege of special provisions.

Class A Buildings

Very slow burning structures, but may be interiorly destroyed in a great conflagration. Intensely hot air penetrates and crumbles partitions of terra cotta and plastered wire. Concrete floors usually suffer small damage. Metal window frames and wire glass are a great protection. The only Class A building escaping serious interior damage in the San Francisco fire, as we recall, was the Hayward (Kohl) building, corner California and Montgomery streets. There was only nominal damage above the third floor.

Principles of Insurance Law

Contingent interest of insurer's agent in the insured property does not render the policy written by him thereon null and void, but at most voidable.—*Twin City Fire Ins. Co. v. Stockmen's Nat. Bank of Ft. Benton, Mont.*, 261 F. 470.

The burden is on the plaintiff to show that insured's death was accidental.—*Dodder v. Aetna Life Ins. Co. of Hartford, Conn.*, 175 N. W. 651.

An insurance contract, like any other contract, must receive a reasonable construction, and while insurance contracts are construed most favorably to the insured where the meaning of the language is doubtful, such rule is inapplicable when the language has acquired, by judicial construction, a clear and definite meaning.—*U. S. Fidelity & Guaranty Co. v. California Arizona Const. Co.*, 186 P. 502.

ONE THING AND ANOTHER

It occurs to me that the history of this brother-scrapping world would have been very different, for example, if Britain had not annexed Canada. With New France in the north would the American Colonists have dared to "go it alone"? Indeed, with France in possession of Canada, would there have been any French revolution, a beheaded Louis or a conquering Napoleon?

* * *

San Francisco is changing fast. Cash and carry your tray restaurants are supplanting those which made the city famous. All is darkness in some of the old "good eats" haunts. Negro & O'Brien's, the Odeon, the Manger, Lacay's, Caesar's, some of the Fly Traps, etc., have quit. Others will do so. Some restaurants do not open evenings. Fred Solari has quit. One successor restaurant, denied the sale of beer and wine, now has processions of bare-legged girls in the evening. But they are not allowed to dance. Broadway holds out but it is nearly deserted.

* * *

THE POMPAÑO

This small fish of the warm seas is caught as far north as Monterey on the coast of California. In "Fisherman's Verse" is this on the pompano:

A fish with frosted silver deck'd
With blue, resplendent colours fleck'd,
Flavor'd more richly than all schools
That haunt the shallows and the pools.

* * *

At the Empress hotel, Victoria, B. C., I was greatly impressed by the appearance of a tall man in a gold braid uniform, who passed through the big lounging-room several times. He had a military carriage and ignored everybody present. That must

be the governor of the province, I thought, or the chief of his staff. Passing through the big doors whence came a stream of guests I was astonished to find General Tallman opening automobile doors and ushering ladies into the Empress.

* * *

DRUG

Offhand, define the noun "drug." What does it mean to you?

Webster's definition may surprise you:

"Any substance used as a medicine, or in the composition of medicines, for internal or external use."

Water is a substance and is used as a medicine. Ergo, water is a drug.

* * *

A former San Francisco insurance man has thought out a wonderful pacification scheme. It is for Uncle Sam to offer John Bull a trade, namely, to swap California for Ireland. Population about equal. Each country would thereby become an independent republic, free from apprehension of invasion by the Japs or the Dutch.

* * *

The auto salesman never sells second-hand autos.

* * *

Read Faquet's "Cult of Incompetence." Get it out of the library. By the way, San Francisco insurance men all should be members of the Mechanics Institute (and Mercantile) Library. Only 50 cents a month. Faquet is writing about French democracy in his book, but all he says applies to our increasingly incompetent American democracy. The "Cult" is well worth reading.

* * *

Make your will, rather than have your property fall into the hands of the public administrator. Many of these public gentry are suspected of looting estates placed in their charge, as: estate value, in hands of administrator, \$1,540; fees and expenses so far paid, \$510. And: value of estate, \$3,401; fees and expenses paid by administrator, \$2,560. Value of estate, \$900; fees and expenses paid by public administrator, \$810.

Merchants Fire

At the annual election of the Merchants Fire Assurance Company of New York E. L. Ballard was elected president; Geo. L. McIntire, secretary; Joseph L. Leffson, secretary.

Home F. & M.

The Home F. & M. of San Francisco held its annual meeting and re-elected all its officers. Assets are now \$2,751,581, a gain of over \$720,000; net premiums, \$2,254,702, a gain of over \$1,208,000.

Portland.—H. M. Grant is attorney-in-fact for the Central Manufacturers' Mutual, the Millers Mutual, the Michigan Millers Mutual, the Millers National, and the Ohio Millers Mutual.

The late W. B. Hopkins, secretary of the Coast department of the London & Lancashire Fire, had been in the service of the company for nearly thirty years. As special agent he traveled over much territory. Yearly it was his great pleasure to participate in Mid-summer Jinks of the Bohemian Club.

Life.—The Texas manager for the West Coast-San Francisco Life Ins. Co., G. H. Albers, is president of its Century Club for 1920. He wrote personally over \$600,000 last year.

Geo. H. Tyson, Pacific Coast general agent for the Great American Insurance Co. of New York and the Phoenix Insurance Co. of Hartford, has received advices from the head offices of the companies to the effect that they have renewed the life insurance for their various employees for another year. Life insurance under this group plan is quite a considerable addition to the remuneration received by employees. The Great American and the Phoenix of Hartford are among the pioneers in this connection, which has since been taken up by several other companies.

The Western States Life has increased its real estate from \$70,815 to \$723,471 in the year. Louis Oneal of the former regime

retires as director. H. J. Saunders, a former New York Life solicitor, remains in the saddle as president. Porter and Anderson, the fighting faction, did not have a look in. The surplus, according to the company's report, increased about \$20,000.

The total production of the Bankers Life of Des Moines for January, 1920, was over \$6,000,000, which is a substantial gain over the business of January, 1919, in spite of the fact that all of the big producers of the company were in California during most of the month of January, following attendance at the company's school of instruction which was held in Los Angeles on January 2 and 3. The total number of qualified representatives of the company who attended this school numbered about 250, the largest number ever attending it.

Fireman's Fund

At the recent annual meeting of the Fireman's Fund reported \$20,010,853 assets, a gain of \$2,071,030; and surplus, \$5,299,768, a gain of \$1,282,660. Premium income for 1919 was \$15,128,040, a gain of \$1,481,392. The reinsurance reserve is \$9,895,544, a gain of \$1,320,124. Losses paid were 47.9 per cent of the premiums.

Fire premiums increased \$900,607, and marine and inland premiums increased \$580,040.

Marine.—The Marine Office of America calls attention to the great difference between the price of a pound in Britain and in the United States, and advises shippers covered abroad to take out one-fourth more insurance to cover the difference.

The Old Dominion line steamer Princess Anne, aground off Rockaway point, N. Y., is breaking up.

Assistant Secretary Wright of the Fireman's Fund attended a recent meeting of the National Automobile Underwriters Conference in New York.

The Port of New York F. & M. is new.

THE NEW WAR

It Will Be A World War Against Contagious and Infectious Diseases

It is human nature to fight for mere fighting's sake, as well as for other reasons.

Men are but children of a larger growth; and nations are but aggregations of impulsive men.

Why not direct this fighting, achieving spirit of mankind into other than bloody martial channels?

As, for example, a world war against all infectious and contagious diseases.

Our Form of Government

Nevada with 100,000 population has the same vote in the United States senate and on U. S. constitutional amendments as New York with 10,000,000. No national legislation can pass except with the consent of the U. S. senate, possible majorities in whose vote may represent only minorities of the popular vote. The vote of a single little state like Delaware may decide in the senate, against a measure desired by many millions of people; and so one small state may impose constitutional amendments which a minority of the states but a majority of the people may oppose. Our form of government is one of minority control or majority control. The president is elected by the states through an electoral college. He must receive a majority of the electoral votes but need not receive a majority of the popular vote. No section of the United States constitution has ever been submitted to the popular vote. The legislatures approve or reject proposed amend-

ments. Many Americans as well as foreigners are ignorant of these facts.

Union Central Examination

The insurance commissioners' examination of the Union Central Life, recently made, was critical and thorough. The company was of course found to be solvent and prosperous; but the report deals with the various capital stock increases by stock dividends, and the last increase is declared to have been without authority.

The special report signed by Examiner S. H. Wolfe presents figures covering a series of years comparing the mortality experience of the participating and non-participating policies.

The mortality under non-participating policies was much the greater, and was of course greater than the average rate under which the stock dividends were computed. The Wolfe report is printed in the Insurance Record of New York.

This considerably higher death rate of non-participating policyholders possibly indicates a serious "selection against" companies which write both participating and non-participating policies, the inferior risks selecting the lower premium policy.

Atlas Assurance Company

The birthplace of the Atlas was Will's Coffee House in Bank Buildings, where the undertaking was projected towards the close of 1807 by a group of City merchants and bankers. Commencing business in the reign of George III., the following figures show at a glance how steadily its influence and importance has increased during the years 1807 to 1917:

At the Accession of	Income	Funds
King George IV. . . £	77,413	£ 160,121
King William IV. . .	131,423	607,676
Queen Victoria . . .	157,973	915,082
King Edward VII. . .	700,134	2,237,081
King George V. . .	1,369,379	3,037,218
And at Dec. 31, 1917	1,926,733	4,483,271

In addition, the company has subscribed capital of two millions two hundred thousand pounds, of which £264,000 is paid up. —The Policyholder, Manchester.

NEWSPAPER HEADLINES

Bank Shortage of \$500,000

Trips on Car-Step and Fractures Skull

Restaurant Robbed by Boy Bandit

Private Wine Cellar Looted

Forests Nearly as Inflammable as in Summer

Killed While Taking an Electric Vibrator Bath

Five Hurt When Auto Falls 100 Feet

Merchant Struck Down by Automobile

Woman Robbed of \$4,000 Roll

Car Runs Wild; 20 Hurt

\$1,000 Worth of Building Lumber Stolen

Street Car Plunges Off Bridge.

Cleans Gun and Dies from Accidental Shot

Auto Plunges 150 Feet

Burglars Take \$3,000 Loot from Home

A. L. Spence, former leading representative of the Bankers Life of Des Moines in the San Francisco agency, has accepted an appointment as Regional Sales Manager for the Company in the southwest district, which includes the states of Texas, Oklahoma, Tennessee and Kansas. As a member of the agency of A. F. Smith at San Francisco Mr. Spence was for several years a producer at the rate of half a million a year.

—Under Age Employee.—Where policy accepted liability where injury was caused by

any employee under 16, and it appeared in an action thereon that injury was proximate result of absence of a boy of 14 from an elevator in his charge, the case was within the exception, and insurer was not liable for injury to one falling into an unprotected opening caused by elevator's ascent in boy's absence.—108 A. 188.

West Coast Life Had a Very Favorable Year

The annual statement of the West Coast-San Francisco Life Insurance Company for the year ending December 31st, 1919, just published, shows the following increases:

Insurance in force now \$39,558,000, being an increase for the year of \$4,690,000 or 13.45%.

Admitted assets now amount to \$4,698,252 showing an increase for the year of \$566,734 or 13.72%.

The company's unassigned surplus now amounts to \$100,906 or an increase for the year of \$53,225 or 111.63%.

During the year 1919 the company paid policyholders and their beneficiaries 285 death claims for \$377,304 and 172 accident and disease claims for \$13,265; in addition the company paid other benefits to policyholders including dividends of \$112,136. The total paid to policyholders since organization now amounts to \$3,155,500.

During the years 1918-19 the company paid 500 death claims on account of influenza for a total amount of \$280,000. In spite of the heavy claims due to the influenza epidemic, which has been experienced in common with all other life insurance companies, the company finished the year ending December 31, 1919, in a stronger position as regards free surplus, after providing for all policy reserves and other liabilities in full, than a year and a half ago when the influenza epidemic first started.

2,000 Circulars to California Business Men

The Coast Review is preparing to mail 2,000 circulars to business men throughout California.

Any office wishing to mail circulars to these addresses can do so by sharing the expense.

SELLING LIFE INSURANCE

Life solicitors will find good suggestions in articles and books on general salesmanship. The arguments and methods and hints and ways of approach and presentation of merchandise and bonds and stocks apply generally to the sale of life insurance. They have freshness too.

A young solicitor for a small company says he is intimidated by the big figures of the colossal companies—smothered in fact, in competition or by quotation.

In fact, he and his prospect, are hypnotized by big figures which mean nothing. Assets which belong to others mean nothing. Dividends as a whole mean nothing. Often these are chiefly long deferred payments, due under semi-tontine policies.

But the contract, the policy, means everything, if the company management is just and liberal. By liberal we mean a disposition to give the claimant the benefit of every reasonable doubt and to employ no merely technical defense to a claim and force a compromise.

The very small life company may be stronger than the very large company. Its contract or policy may be more just, more liberal than that of the giant company.

If a prospect seems influenced in his choice by the great size of another company, remind him that in life insurance a very big man, a giant, is not considered a good risk, and the same objection may be urged against a giant life company, which MUST have every day an enormous amount

of food, of new business. When unable to get that amount it will starve to death.

Antidote For the Mortgage

Say to your prospect: You intend to pay off that mortgage as soon as you can, but if you should die before you have attained your aim, how will your helpless dependents manage to free themselves from the burden? This is doubtless a source of great worry to you.

You can insure for yourself freedom from such worry by taking out an endowment policy equal in amount to the mortgage and maturing at the same time. Such an arrangement is a semi-compulsory system of saving the money required to cancel the mortgage when due. If you live until the maturity of the endowment, you yourself will cancel the mortgage; if you die meanwhile your dependents can cancel it. Thus your mind is at ease and your enjoyment of life increased.—Points.

Analysis of Sales

A salesmanship school has analyzed sources of sales, with these results:

Sales through regular points of contact, acquaintances and their acquaintances, 56 percent.

Sales through press names and personal dealings, 27 percent.

Sales through offerings to strangers, 17 percent.

Determination to Win Counts

The determination to win at all costs is an invaluable quality for a life insurance salesman, and without it a solicitor is really throwing away his time. To win one must have persistence, knowledge and courage in any branch of salesmanship, but in selling life insurance there must be a superabundance of all those qualities to insure success. Some agents seem to feel that they must be careful not to overwork themselves. Of course some producers impair their health by devoting themselves too assiduously to their chosen profession, but this is but a small proportion of those who work in the

life insurance vineyard. Many spend lots of time worrying over their prospects but few agents indeed impair their health working over them.

There are much more discouraging lines of insurance than life insurance, just as there are many other lines of selling which require much more work for a much smaller reward. Life insurance at its best pays well. For the man of small capital and much ability there is probably no other calling which holds out as big rewards.

It all depends upon the methods employed by the life insurance salesman in taking up his daily task, whether he can achieve the results which mark him as a success in the business. Speaking of methods, it is hard for any one agent to employ just the same tactics as another man, but there are general rules of procedure which all agents must follow out to make their work show the greatest possible returns.

System is of course absolutely essential. Then there must be a good share of initiative and resourcefulness thrown in. Following beaten tracks may be all right but blazing new trails is much better.

Styles change in soliciting life insurance much as they do in other lines of business. Some years it pays better to place special emphasis on one kind of policy and sometimes on others. By securing new ammunition from time to time the agent is prevented from falling into a rut.

Of course some agents specialize in one form of policy and seldom sell anything else. Thus some like the limited payment plan and sell it to all, while others think the endowment form is the best seller for them.

Every agent has to play his own hunch in this respect, but it does no harm to switch to a new class of policy occasionally and often the prospect who refused to take a policy when first solicited will be found more interested if a different plan is presented to him.

It pays however to center on one kind of policy at an interview. To do anything different is as a rule suicidal, for the customer becomes confused and because he does not know what kind of insurance he wants, very

easily persuades himself that he does not need any at all.

The best way is to select the contract best suited to the policyholder's needs before he is solicited. In other words it pays to find out beforehand what the circumstances of the prospect are. You cannot sell a man anything if you do not know what he needs, either before the interview starts or very shortly after it has begun.

In the life insurance business the agent has an opportunity to learn the business as he goes along and this is proved by the fact that the new agent in looking back over his first year, can usually see how he could have improved his record, had he but known at that time how certain cases he lost could have been handled.

Then also, exact knowledge of the contracts issued by the Manhattan Life is essential to make it possible to win cases. The prospect can tell whether or not the agent knows what he is talking about and if he is able to assert things positively as facts, it will mean fewer arguments with the prospect—something which has lost scores of cases.

An agent does not have to tell everything he knows about the life insurance business, his company and all its contracts in one interview. He represents the Manhattan as an agent, not as a lecturer on life insurance. Remember that it is easier to lecture than to sell, and in most cases the salesman has all the best of the financial end of the business, while the paid lecturer may be a drug on the market.—The Manhattan Life.

A Good Hint

Every newsboy knows that the man who has a newspaper in his pocket or in his hands is a good prospect for another paper.

They want who have.

Every man who has a policy on his life is a better prospect than the man who is uninsured.

The Travelers wrote \$513,000,000 new business last year, an increase of 70 percent. Insurance in force is now \$1,154,224,000, a gain of \$400,000,000.

Travelers Insurance Company of Hartford Made Extraordinary Gains in 1919

The Travelers Ins. Co. of Hartford has entered the 170-million class in assets and the 15-million class in surplus as regards policyholders, and the 73-million class as to income. It entered billion class as to life insurance in force by the tremendous gain of 400 million dollars.

Life insurance paid for in 1919 was \$512,981,127 as against \$213,468,922 in 1918, a very extraordinary gain of 140 percent.

Premiums paid for life insurance were \$27,212,636, as against \$19,525,484 in 1918. Gains were made in accident, health and workmen's compensation and liability insurance, bringing the grand total of premiums received up to \$65,719,269, an increase of about \$13,000,000.

An unusual item in annual statements is this in the Travelers': "Total paid for prevention of accidents by inspection," which was about \$5,000,000.

Travelers Indemnity Company of Hartford

Here is another good statement, showing large gains. Premium gain was twice as much as in previous year, being a \$2,000,000 increase. Reserves and other liabilities increased a million dollars.

The assets are now \$5,881,263, a gain of \$800,000 in the year. The total income was \$6,061,608, against \$4,021,789 in previous year. This company writes automobile, steam boiler, engine, burglary, plate glass and aircraft insurance, etc.

Marine

Now, if you were asked, what should you say was the most essential point of difference between fire insurance and marine insurance? It might occur to you that the one is an insurance of fixed property on land, the other an insurance of moving property at sea. Such a distinction is, however, no longer what it once was. Fire insurance, no doubt, is constancy itself, and at any rate it will not insure property which is at sea. Marine insurance has one foot at sea and one on shore. It insures tea and tobacco before they are plucked and until

loaded, as well as on their homeward voyage across the seas. It insures wool from the time it is sheared, while it is being baled, while it is in transit, and after landing, until it gets to Bradford. The whole journey by land and sea and a bit more is covered—and fire is, of course, one of the risks included. And for the risk at the docks at each end of the journey, and in transit sheds, the marine insurance policy gives protection against fire and other risks. The marine underwriter, whether at Lloyd's or at the companies, is a poacher born and bred; if under the plea of transit risks he can manage to cast his net over a bit of the fire insurance companies' business, he does so gladly. And so you will sometimes find, when dock warehouses or transit sheds are burned down, that the goods, while under the protection of a fire insurance "floater," are also under a policy of marine insurance. They are, in fact, doubly insured, and each set of underwriters should in such circumstances pay half the loss. But the fire insurance companies, by whom marine insurance poaching is regarded much as the devil is popularly supposed to view holy water, have invented an artless little clause which leaves the poachers to pay the lot. You will remember the so-called "Marine Clause," under which the fire company disclaims liability for—

(g) Loss or damage to property, which at the time of the happening of such loss or damage is insured by, or would, but for the existence of this policy, be insured by any marine policy or policies, except in respect of any excess beyond the amount which would have been payable under the marine policy or policies had this insurance been effected.—Sir Douglas Owen.

I am told that the Democrats expect to win the national election this fall, by endorsing light stimulating beverages. Leaders say: "We'll carry the South anyway, and with this liberal platform we'll carry enough Northern states to win the presidency, New Jersey, West Virginia, New York, Ohio, Indiana, Illinois, Missouri and California and probably Delaware, Rhode Island and Massachusetts too. It's a sure thing. We'll get the workingmen's vote."

THE TRAVELERS

L. F. BUTLER, President

HARTFORD, CONNECTICUT

ANNUAL STATEMENTS

January 1, 1920

THE TRAVELERS INSURANCE COMPANY

Capital \$6,000,000

Assets \$170,579,918

Reserves and Liabilities 155,382,066

Capital and Surplus 15,197,852

Life Insurance Paid for, 1919 \$ 512,981,127

Life Insurance in Force 1,154,223,735

INCREASE—Life Insurance (Paid for Basis) \$299,512,205

INCREASE—Life Insurance in Force 399,932,653

Premiums Paid for Life Insurance \$27,212,636

Premiums Paid for Accident and Health Insurance 7,666,725

Premiums Paid for Workmen's Compensation and Liability Insurance 30,839,908

Total Paid Premiums 65,719,269

INCREASE—Premium Income \$12,943,286

Total Income \$ 73,093,569

Total Paid to Policyholders to End of 1919 245,477,767

Total Paid for Prevention of Accidents by Inspection 4,993,593

THE TRAVELERS INDEMNITY COMPANY

Capital, \$1,000,000

Assets \$5,881,263

Reserves and Liabilities 4,455,502

Capital and Surplus 1,425,761

Total Paid Premiums (Automobile, Steam Boiler, Engine, Burglary,
Plate Glass and Air Craft Insurance, Etc. \$5,845,284

INCREASE—Premium Income \$2,010,035

Total Income, 1919 6,061,608

Total Paid to Policyholders to End of 1919 7,144,420

Total Paid for Prevention of Accidents by Inspection 1,411,044

Growth by Ten-Year Periods — The Travelers Insurance Company

	Assets	Capital and Surplus	Total Income
1869	\$ 1,351,007	\$ 609,320	\$ 864,886
1879	4,948,405	1,307,024	1,690,501
1889	11,528,650	2,352,443	3,988,808
1899	27,760,512	4,020,684	7,361,579
1909	70,082,057	9,479,666	17,914,382
1919	170,579,918	15,197,852	73,093,569

MORAL: INSURE IN THE TRAVELERS



40 Per Cent Coast Fire Loss Ratio

Reports of Coast business thus far reported to Coast Review indicate an average of 40 percent fire losses incurred.

47 Autos Burn

A match dropt in oil on floor of garage in Suisun, Cal., started a fire which destroyed three buildings and forty-seven automobiles. Loss over \$80,000.

Home Office Appointment

General Manager R. Y. Sketch of the Norwich Union has been appointed general manager of the Phoenix Assurance. As stated elsewhere these companies have effected their fusion.

Iowa.—In 1919 the number killed in highway accidents in this state was 203. The number of persons seriously hurt in automobile accidents was 2,708. In three years there have been 721 deaths and 11,166 injuries in automobile accidents.

Seattle.—One of our candidates for mayor favors firemen and policemen unions.

We are glad to have fire mutuals as well as other non-board insurers send us their annual statement figures. We want to know and be able to tell how every insurer is doing.

R. H. Naunton's title is manager of the city department of the Northern Assurance. Ben T. Campbell is not with the company at Los Angeles. R. G. Valentine is special at Portland instead of Spokane, being succeeded at the latter city by Walter E. Alair. At Butte Dudley Freese has been appointed; At Denver, Alfred L. Tefft.

British principal securities on Change have depreciated 4 percent in twelve months. They are now 79 as against 100 before the war. American principal securities are still "down."

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

**Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen**



FOUNDED 1868

Assets

\$50,461,694.27

Capital and Surplus

\$5,831,422.31

See for an Agency Contract in California

Managers for Life Department

KILGARIF & BEAVER,

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

Pacific Mutual Bldg., Los Angeles

Managers for Accident Department

F. A. STEARNS,

Shreve Building, San Francisco

The PASCHALL-JONES CO.

Story Bldg., Los Angeles

Paid-for Life Insurance, \$265,796,787.00

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1919)	.	.	.	\$14,457,150
NET SURPLUS,	.	.	.	4,660,450



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$2,777,425
SURPLUS TO POLICYHOLDERS,								1,055,529

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

LIFE

Rouse Attention and Interest

It is the testimony of numerous agents that it is not so difficult to meet and overcome specific reasons for not wishing to buy insurance, such as "the wife objects," "financial condition of the prospect," "dislike to undergo medical examination," "money in the bank better than life insurance." They are usually met by counter arguments familiar to most of us. But when the prospect is indifferent, when he is cold, when he gives no concrete reason for his lack of interest the situation is then more difficult because the agent has nothing definite to work on and must depend wholly on his ingenuity, resourcefulness, personality and experience.

Mr. Anchell tells of a case in point that will interest you and perhaps give you a cue. He closed it for \$12,000 on the life of B. although intending to solicit and write his brother A. who happened to be out at the time. On presenting himself to B. he was greeted with the cheering statement that business was quiet and that he'd have to be a pretty good life insurance man to sell anything in that shop. Mr. Anchell had, as always, taken care to prepare himself beforehand in reference to the people he expected to do business with. While

engaging in general conversation he was doing some heavy thinking. He asked how the gentleman's father was. When told that the father was pretty well he mentioned, knowing the father to be well along in the fifties, that he would find insurance quite expensive, in fact he would have to pay over \$800 a year for a policy, say of \$12,000, while a similar amount at age 31 would cost only \$300. This immediately aroused attention. Mr. Anchell continued to dwell on the increase in rate as a young man grows old. Having in mind that the insurance already on the life of the man was \$38,000, he immediately suggested that a total of \$50,000 would be a mighty nice thing to have at his age. It was now but a step from attention to inquiry—you always have 'em when they begin to ask questions—then interest—and the application was written for a \$12,000 policy.—N. Y. Life Bulletin.

—The Policy-Holder of Manchester, Eng., prints a British court ruling that "choked to death by a piece of meat" is an accident.

—History and Organization of Automobile Insurance, by Eugene F. Hord, is published by the Insurance Society of New York.

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation OF NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency OF NEW YORK

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

"You may delay, but Time will not."—Benjamin Franklin.

THE FRANKLIN FIRE

INSURANCE COMPANY of PHILADELPHIA

ELBRIDGE G. SNOW, President

Organized
1829



Charter
Perpetual

FIRE and ALLIED BRANCHES OF INSURANCE

LIBERAL CONTRACTS OF INDEMNITY

Guaranteed by funds ample to meet without delay all obligations, and backed by a Complete Service Organization and by a Management well known for its practice of Prompt and Equitable Adjustment of Losses.

*89 Years Old, With an Unblemished Name and
Honorable Record*

AGENTS THROUGHOUT THE UNITED STATES

ITEMS

If you have a factory plant in good condition—buildings and machinery in good condition, and not to be replaced under double the \$100,000 value in 1913, with book value allowing for depreciation \$160,000, but at 1913 prices only \$80,000, is this "gain" in book value of \$80,000 or any part of the apparent gain taxable under the income law when you sell the factory? An "expert" says yes, though the gain is really a technical one, due to inflation.

What Insurers Are Up Against

The city of Farmington, Ill., had its main pipe broken from Monday morning till Thursday afternoon.

Water had to be turned off entirely for over three days, and if a fire had broken out there was not a drop of water for its extinction.

In U. S. registration areas the death rate now averages yearly 18 per 1,000.

There were many great strikes of union labor men (and women) in 1919—steel and coal and metal and ship and longshore and other workers—but they all failed because unreasonable and untimely.

Railway men now make new demands, of which \$240 a month for section foremen is a sample.

I'd rather be well than rich.

Fire**Automobile****Marine**

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

558 Sacramento St.**San Francisco****C. J. HOLMAN, Manager****R. C. MEDCRAFT, Assistant Manager**

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT

FIRE INSURANCE CO.

OF

HARTFORD

ESTABLISHED 1850

WESTCHESTER

FIRE INSURANCE CO.

OF

NEW YORK

ESTABLISHED 1837

.....

MANAGER

FRED'K S. DICK, Assistant Manager

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 13,224,033 34
Total Liabilities	10,698,313 46
Net Surplus	2,525,719 88
SURPLUS TO POLICYHOLDERS,	\$5,025,719 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

San Francisco

Lofty office buildings on California street are paying investments; so too on Market street about Kearny, Montgomery and Sansome streets. They are full of tenants, and other big office buildings are to be built.

But I hear that the Phelan and Flood buildings have not been so fortunate, and there was some talk that the mortgagee of one of these buildings, the Equitable Life, was urging a reduction of rents if necessary to keep all the offices rented.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, - - \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

The important events of our lives are decided by accident.

The point that we wish to insist on is that all the wealth in the world is goods and is the common property of humanity. Therefore, the hope of humanity for prosperity and happiness is in the rapid production of wealth to the greatest possible amount. This is the whole object and essence of the science of efficiency. The many workmen and the many employers that

have in the past believed that by restricting their output they increase its value and their profit have been altogether wrong.—Cottrell's.


“Nicotine next.”

Your Turn Next?

Hold-up men in daytime entered a bond-buyer's office in San Francisco and killed proprietor and assistant.

A California man while standing on wet porch turned on electric light and was electrocuted.

ARE YOU PLEASED?
IF NOT, SEE
US
POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA
"THE DURABLE"
MERCHANTS NATIONAL BANK BLDG.,
LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire, Riot and Civil Commotion and Sprinkler Leakage

Assets Represented, . \$39,723,888.62

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

Chas. J. McPhee, 603 Mohawk Block, Spokane, Wash.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO (INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

General

University of Pennsylvania announces a special course in compensation and casualty insurance.

Baltimore.—John R. Bland has been re-elected president of the U. S. Fidelity & Guaranty for his twenty-third term.

Secretary Frederick Samson of the Hartford Fire died on February 2, of pneumonia, aged 72. Mr. Samson began work with the company as an office boy.

Indiana in Spanish means "printed calico."

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY

Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY

Organized 1826

THE NORTH RIVER INSURANCE COMPANY

Organized 1822

RICHMOND INSURANCE COMPANY

Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - San Francisco

**A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO**

**T. J. KELEHER, STATE AGENT,
LOS ANGELES**

**Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
W. T. Booth. Los Angeles:—Wm. C. Carlyon. Helena:—Edwin Pendrey**

**TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands**

Insurance Placed Anywhere in the United States and Dominion of Canada

**VULCAN FIRE
Insurance Company**

OF OAKLAND, CAL.

Capital, . . . \$500,000 00

Net Surplus, . . . 381,516 72

Surplus to Policyholders, . 881,516 72

Cash, Bonds and

Secured Loans, 1,201,591 14

Other Assets, . . . 157,642 33

Total Assets, . . . 1,359,233 47

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER

Died.—Geo. W. Babb, aged 73, United States manager of the Northern until recently, unexpectedly passed away last Sunday. He was born in Boston.

***Life Policy Buyers
Are Invited***

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

***of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts***

FREE

**State Age (about) of Self and of De-
pendents for whom Protection is wanted**

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE

EXPLOSION

AUTOMOBILE

FIRE ASSOCIATION

Of PHILADELPHIA

Cash Assets, - \$13,481,581.02 Surplus to Policyholders, - \$3,599,623.24

Philadelphia Underwriters

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$40,755,189.48 Surplus to Policyholders, - \$13,473,116.40

F. M. AVERY, Manager**Pacific Coast Department: 242 - 244 Sansome St., San Francisco**Supt. of Agents, CHAS. L. BARSOTTI; Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco;
GEO. F. STANIFORD, Los Angeles; SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.**GENERAL**

If a large body of organized men (as the labor trust) band together to secure special advantages in wages and hours and privileges of combination, other bodies should do likewise in self defense. With all on an equality, which is fair, the net results would be nothing, which is just.

Let everybody organize!

Farmers should have the same right to combine as other laborers; so also insurance agents, doctors, dentists, clergymen, etc. In this country class must protect itself from class or submit to robbery.

"I hope you will have a front seat down there and a short poker."

Appointment.—The Metropolitan Life announces that the board of Directors has appointed Horace J. Howk, M. D., who has been physician-in-charge of the company's sanatorium at Mount McGregor ever since its establishment in November, 1913, an assistant Medical Director of the company.

The New York F. & M. is new.

F E B R U A R Y**THE COAST REVIEW**

INSURANCE AND INVESTMENTS

Entered at San Francisco Post Office in September, 1871, as second-class mail

SUBSCRIPTION \$3 A YEAR: MONTHLY SUMMARY SUPPLEMENTS 60 CENTS A YEAR

Sample Copies Free to any part of U. S., except San Francisco

NO FREE ADVERTISING

A Recent Court Ruling

Printed in Coast Review (first) saved a San Francisco fire office \$4,000.

The Adjuster

Read it. (He always reads Coast Review decisions.) The court ruling just fitted the claim he was about to adjust.

Denied Liability

The other company paid the loss.

Boiler Explosion in Seattle killed six men.

—Ohio makes all employers insure in the state workmen's compensation system. Insurance Federation not much account in that clique-ruled province.

Newspaper Headlines

Woman Rescuing Dog Is Fatally Hurt by
Train

Father, Mother and Son Die of Pneumonia
Within 30 Hours
Robbers Throw Man From Train



THE SPIRIT OF THE WEST IS THE SPIRIT OF WEST COAST SERVICE

"WITHOUT A VISION THE PEOPLE PERISH"

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000
Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HELSER, Vice-President
376 Pine Street, West Coast Building, San Francisco

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

Yours truly,
Wm. Sexton

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover, . . . One Dollar
Flexible Cloth Cover, . . . One-Fifty
Red Pegmold Cover, . . . One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,685,000.00



HOME OFFICE, SEATTLE, U.S.A

**A GOOD POLICY
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

Protection to you while
living, and to yours
afterwards

Good Agency Contracts
to Reliable "Live" In-
surance Men.--Write today

Over \$75,000,000

of new business is the record for 1919 of the

BANKERS LIFE COMPANY

Des Moines,

Geo. Kuhns, President

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., LTD.

QUEENSLAND INSURANCE CO., LTD.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Present Prices

Baby shoes 4 inches long, \$3.00.

Honey, 40 cents a cake.

Ready made suit of men's good
clothes, formerly \$40.00, now \$90.

No intellect, no order; no emotion,
no action.

Talking to some men is like swim-
ming in shallow water.

A lot of us can be very busy, yet at
the same time very idle.

Some people are always "reportin'"
somebody.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,066,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation Automobile Liability, and all other Liability Lines
---	---	---

PACIFIC COAST DEPARTMENT—California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DEN-
VER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO;
Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable, "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid;
\$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

Why Board of Directors

Two national banks in California—Santa Rosa and Newman—have failed disastrously, one for \$800,000 and the other for \$500,000. The directors of both banks were mere ornamental figure heads and should be sued and prosecuted, for failure to pass on all loans.

Russia

"We know about Russia; we know Bolshevism; we know the piteous story of cruelty and intolerance, and we know the autocratic concept that underlies the minority dictatorship which is hailed to the world by its dupes and advocates as the most perfect state of society yet devised.

"We know about it, and we condemn it completely and finally and for all time."—Samuel Gompers.

University Insurance Teaching

The Columbia University, New York, now has a course in marine insurance (and also in casualty insurance).

In 1919 wages increased 17 and work hours decreased 5 percent. Equal to 22 percent increase in the high cost of living. What of 1920? All these gains are artificial, due to labor unions, inflation, high taxation, extravagance and the war.

"Well, how are the war orders?"
"Russian!"

Scottish Union and National Insurance Company Of Great Britain.

Organized 1824,

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:
Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
E. Wash., E. Oregon, Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

Agents Wanted

Special or Local Agents or
Clerks or News Men

Can Make a Tidy Bit by
Soliciting Subscriptions

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

*This is Cash Work and
a Bonus*

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

National Banks Failed Also

The failure of the National Bank of Newman, a small town in the San Joaquin, Cal., for \$500,000, following soon the failure of the Santa Rosa National Bank for \$800,000, is another reminder that federal bank examiners are quite as fallible (or incompetent) as state bank examiners. In neither

case was there a timely discovery of fraudulent practices and insolvency.

The explanation of the unsatisfactory work of both federal and state examiners is simple. Politics is the cause. Examiners are appointed as politicians and have earned the job by service rendered.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00
<i>Surplus</i>	\$1,733,616.00

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO
MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

EDWARD BROWN & SONS
GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco
[Babcock Building]

MARINE

San Francisco harbor is full of ferry boats and empty of sailing ships, with here and there a steam or battle ship.

Edmonds Marine Bill to Permit Pooling

Representative Geo. W. Edmonds has introduced in Congress a bill which permits American marine companies to combine for competition with Lloyds of London. This combination is under government jurisdiction and is free of the anti-trust and anti-pooling federal prohibitions. Large insurances may thus be written, covering a ship or cargo or both, at short notice.

American tank str. from Cuba to Philadelphia broke its back at sea. The Mielro then sank.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

GEO. ELLIOTT HUNT, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

LIFE

We read nothing of the war experience of German life offices. It must have been very severe but not so bad as with similar war mortality the American life offices would have suffered. The average age of German policyholders is considerably larger and the relative number of insured salaried or wage people is much less. The war mortality of Germany, we have good reasons for believing, was far more than has been admitted; and the war mortality of German life offices may furnish surprising information which would be instructive to American life offices a few years hence.

Good Idea.—At the Bankers Life of Des Moines annual school of instruction held recently in Los Angeles, many of the agency managers of the company requested that in the production lists of the company as published in the Bankers Life Bulletin, their agencies should be given some distinctive name rather than to be designated by the name of the agency manager. They stated their belief that members of their agency would take more pride in any agency organization with some descriptive name than an agency simply named for its agency manager.

FIRE

New Haven.—Secretary Roth has been elected managing vice president of the Security.

Moose Jaw, Sask.—Fire in Moose Jaw Hardware building caused \$45,000 loss.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1919.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	9,609,646.00
Liabilities - - - - -	7,214,228.11
Net Surplus, - - -	2,395,417.89
Surplus for Policyholders	3,395,417.89

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

There is nothing worse than a fair violin player.—Cottrell's.

LIFE

The Bankers Life Company of Des Moines furnished badges of membership in its Two Hundred Thousand Dollar Club for 1919 to 110 members of its field force. Thirteen salesmen of the company produced over \$500,000 of business for the year, and twenty-four produced over \$400,000 each. On account of the very large number of big producers, the company has decided to do especial honor at the close of 1920 to those of its field force who produce \$500,000 or more of business for the year. There will be a Five Hundred Thousand Dollar Club, with its distinctive badge of membership, and there will be in addition a Million Dollar Club, with an even more distinctive badge of membership. The Bankers Life Company expects that at least five members of its field force will qualify for the Million Dollar Club, and that the total number which will qualify for the Five Hundred Thousand Dollar Club will be at least twenty-five.

Oldest Life Company

The oldest life company in America is the New England Mutual Life of Boston, it having been organized in 1835. The oldest relief life association is the Presbyterian Ministers Fund of Philadelphia.

CALIFORNIA

California continues to lead in gold production.

California's 100,000,000 barrels of crude oil in 1920 did not lower the price of gasoline.

"Rainmaker" Hatfield has contracted with San Joaquin county (west side) farmers to bring rain before April 10. He is installing his apparatus, and will receive \$1500 an inch of rain.

California papers are now like Oregon and Washington papers have been for several years. The stereotyped headline is "Authorities discover another moonshine still." Stimulating.

Significant

Stockton, Cal.—The number of white babies born in San Joaquin county in January was less than the number of Japanese babies.

MARINE

U. S. troopship Mt. Vernon, formerly German liner, bound from San Francisco to Siberia, got 800 miles out, discovered bunkers afire and a seacock open; returned to San Francisco, with fire under control and pumps drying out the hold. Water put out the fires under several boilers. Officers deny sabotage on the part of the crew, but admit that the coal was extra dry clean and one of the seacocks had been opened.

It is asserted that foreign marine insurers will write practically all the passenger ships plying between U. S. and Yoorup this year.

The "America," 690 ft. long and 76 ft. wide and 73 feet deep, formerly a German ship interned in New York harbor, is now in San Francisco, en route to Vladivostock. The America is now an army transport. She is the largest ship ever on the Pacific.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

FEBRUARY

A Useful Publication

In its 49th year

San Francisco Notes

At the southeast corner of Main and Market streets a navigation company purposes the erection of a 15-story building, or possibly 10, on a 50-vara lot ($137\frac{1}{2}$ by $137\frac{1}{2}$). The new building will be a center of Hawaiian interests. The building will cover the whole lot on the ground floor but there will be a big light well.

The Balfour building's steel frame is now being raised.

The Metropolitan Life extension will make the temple look like a squat prison being too low for 480 feet front.

If Low Prices Come Suddenly

The low prices of foreign exchange still continue, and the effects on American exportations have been startling. Goods and foods in warehouses on this side are piling up, and purchases on the other side are lessened to the fewest necessities.

Very low prices may come suddenly, and find American fire underwriters loaded up with risks worth far less than the insurance.

Would there be an increase in fires and fire losses?

No stamp tax is required on bonds or coupons issued by federal land banks or joint stock land banks.

Small dairies in California say the pasteurizing law was passed purposely to drive them out of business.

The Stand-Up Desk

Sedentary work is not natural and therefore is not healthful. The ill effects of sitting long at a desk are lessened by work while standing at a desk.

Standing is a kind of exercise. The legs and feet bear all the weight, and there is some movement of the body besides change of position.

Offices should have "stand-up" desks, to which the sitters from time to time may take their work.

Riotous Conduct

In the new Sun movie theater, San Francisco, on evening of Sunday, February 8, "Kathleen Mavourneen," an Irish scenario, was shown on the reels. Among the pictures were those showing poverty, cottages and pigs. The film had previously been censored by priests.

A number of young men had seated themselves in the gallery near the projector. At the end of the reel, these young men began yelling, then seized the operator, and smashed the machines, carried off two reels, broke chairs, tore down railings, tore out the telephones, and then ran away before the police arrived. Several thousand dollars damage was done.

The United States supreme court decisions, as reported, do not always name the dissentients; as in a recent case, where five concurred and four dissented.

OLDEST INSURANCE COMPANY IN THE WORLD

TWO HUNDRED AND TENTH YEAR

SUN **INSURANCE OFFICE** **OF LONDON** *FOUNDED IN 1710*

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN **FIRE and MARINE** **INSURANCE COMPANY**

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President **E. J. BOOTH, Vice President**
H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC **ASSURANCE CO. Ltd** **OF DUBLIN, IRELAND**

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

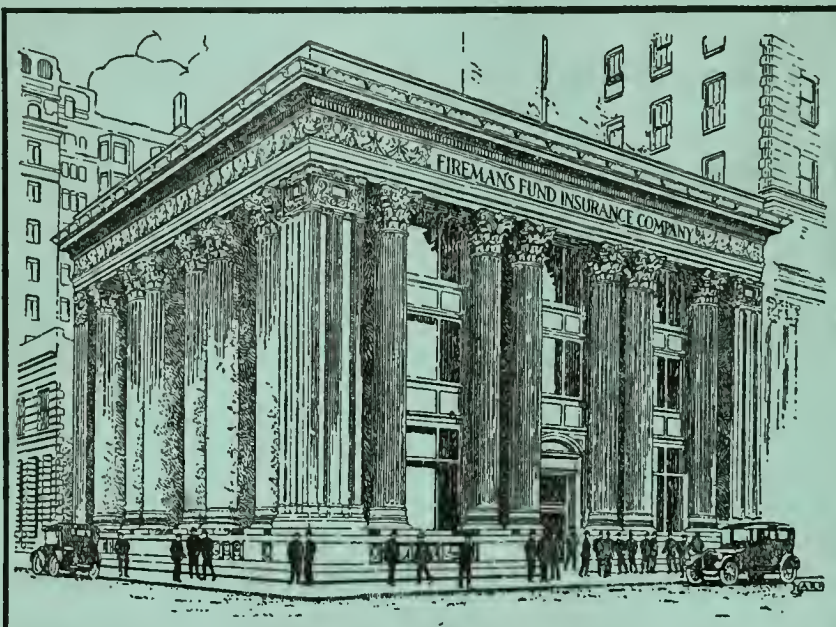
CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00



THE HOME OF SERVICE

The Fireman's Fund has adopted the title for its head office building **The Home of Service**, and by doing this has assumed the responsibility of demonstrating to the insurance world where **The Home of Service** is.

Volume 96
Number 4

APRIL

1920

MAGAZINE EDITION "A"

Coast Review

PROTECTION

INSURANCE

An Insurance Journal and Directory

IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

Telephone Sutter 1732

The Only INSURANCE Journal in the Pacific West

Insurance Publishing Co., Publishers

California Fire Business Figures

Serious Water Scarcity in California and Elsewhere on Coast

Fireman's Fund Now Has \$22,500,000 Assets

California Riot and Civil Commotion Insurance Figures

Some Life Companies Are Paying 85 Per Cent for New Business

Great American Now Has \$10,000,000 Capital

A Noisy Little Interinsurer

Fresno Ice Plant Burns

Selling Life Insurance Suggestions

Goodwin Appointed General Agent of London & Scottish

Life, Automobile and Miscellaneous Items

Charged with Rebating, Sues for Slander

Case of American National—Blood Poisoning Decisions

California Marine Business

Threat to Unionize the Firemen of San Francisco

Lipman-Wolfe Suit at Portland

Two Arson Cases

The Preparation of an Annual Statement

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65

Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

F. E. ATKINS

CHESTER S. MYRICK

P. J. MARTIN

WILLIAM A. SEXTON

FIRE



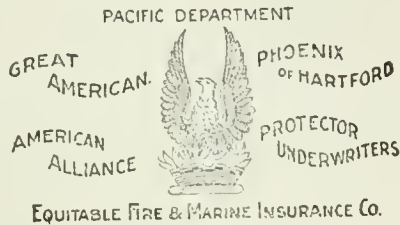
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



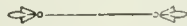
GEO. H. TYSON GENERAL AGENT
HERBERT FOLGER ASST GENL AGENT
SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

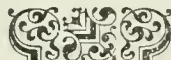
PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

Carry Rope

Three guests lost their lives in the burning of the Lincoln hotel at Seattle. Had they been provided with strong knotted ropes, such as, years ago, were required in hotels by the laws of many states, they might have escaped.

In almost every city and town there are similar fire-traps. In the case of the Lincoln hotel the fire escape was entered through bath rooms with doors bolted on the inside "to keep out burglars." There was a sign "in case

of fire break the glass and unbolt the door."

100,000 Corporations with No Net Income

"Out of 250,000 business corporations in the United States, 100,000 have absolutely no net income. This leaves 150,000 with some net income. Of these 90,000 make less than \$5,000 a year, while only 60,000 of the more successful make \$5,000 or more a year."—Edward N. Hurley.

The
**Metropolitan
Life**
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
**DOUBLE INDEMNITY,
DISABILITY BENEFITS,
REDUCING PREMIUMS.**

See the new Low Rates.

JOHN F. ROCHE, Vice-President

The Manhattan Life
Insurance Co. Organized 1850

66 Broadway, New York

LIFE

The State Life of Montana, with an unpleasant mortality experience because of influenza, levied an assessment on the stockholders.

The Montana Life has been paying good dividends on capital for several years. Except in 1918 the mortality rate has been very moderate.

The Equitable Life Ins. Co. has terminated 575 agency contracts with part-time agents.

FIRE

Among fires last month were two oil plants, one cement plant, one tannery, one convent, one piano factory and twenty garages.

Oil-burners, though "perfectly safe," are dangerous. Oil-burners are now in general use. Near San Francisco in a prune-growing section a young college student, working on the place, primed the oil-burner with gasoline. There was an explosion and the young man lost his life. Back-firing, generally harmless, sometimes start bad fires.

FREE SERVICE

The Coast Review's Legal Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

'THE LEADING FIRE INSURANCE COMPANY OF AMERICA.'

Incorporated 1819

Cash Capital

\$5,000,000.00

Net Surplus

\$10,705,995.47

Surplus as to

Policyholders

\$15,705,995.00



Cash Assets Now

\$37,144,626.00

Losses Paid

in 100 Years

OVER

\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

H. DURBROW, Asst. General Agent

H. F. MILLS, F. H. RHOADS, AGENCY SUPERINTENDENTS

MAIN OFFICE — 219-221 Sansome Street — SAN FRANCISCO

J. A. MURPHY, STATE AGENT OREGON AND WASHINGTON

SPECIAL AGENTS—H. E. O'BRIEN, L. N. BRAINERD, GEO. F. ROBERTS, GEO. A. KINGMAN

G. NATHAN, G. S. MARINER, K. C. HAMILTON, C. C. MORRIS, L. M. MCKINLEY

(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920, **\$50,590,485 33**

Surplus to Policyholders, **18,128,807 40**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

**San Francisco—L. H. EARLE, C. L. GREENWALT, H. L. COPE, W. V. HOLLINGBERRY
E. KNICKERBOCKER, H. C. GREGG, PHART, R. C. DRAKE, L. M. BELL
Los Angeles—E. E. PRICE, F. E. NAFTZGER, Portland—J. J. DENNIS, Spokane—GERARD
CLEMENT, Butte—CHAS. E. MILLER, Billings—C. S. ABBOTT, Fresno—W. W. GROVE,
Walla Walla—H. J. VALLENTYNE.**

APRIL, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number four

Entered at San Francisco Postoffice as second-class mail matter

Idaho has about 5,000,000 bushels of 1919 crops of wheat, oats and other grains on hand and unsold. More than half is wheat.

o o o

You must now have a government permit to make vinegar.

o o o

Under heading "Past" the reader will find an interesting account of five sweeping and thoroughly destructive fires in San Francisco within two years and forty-three days, occurring in 1849, 1850 and 1851. The fire in the latter year demonstrated that corrugated iron and thick brick walls and iron doors and shutters of the "fire-proofs" could not protect buildings or contents from destruction in a San Francisco conflagration. Fire engines were only toys and full reservoirs were as well dry.

o o o

Modern democracy seems government by organized manual labor men, threats and strikes. "Legislate as we say or we'll call a general strike." Strange times, these. Get your gun, Johnny, preferably a machine gun.

o o o

Immigrants to U. S. must now be able to read to get admission to the "Land of the Free"—able to read anarchistic, bolshevistic, socialistic, syndicalistic, singletaxistic, i-w-w-istic propaganda and yellowjournalistic appeals to class prejudices.

There will soon be an end for a time to the making of more life companies.

o o o

About 12,500,000 messages a month are flashed over the wires of the Western Union Telegraph Co.

o o o

The California supreme court speaks of the "assured" in one breath and of the "insurer" in the next.

o o o

Look upon aviation insurance in the future just as you should have looked on automobile insurance when it had no past.

o o o

Some day there will be as many airplanes as now there are automobiles.

o o o

Must the smaller life companies again try to compete with giant companies paying 90 percent commission or rebate over the counter?

o o o

By the way, fraternal life insurance is increasing. Make a note of it.

o o o

A precious metal is worth only what it will buy.

o o o

"Boost Buffalo Week" was by no means a weak undertaking. Carl F. Wedell, high school student, writes a good letter to San Francisco us, and says he wants "close relations." He is welcome to mine.

LIFE INSURERS IN COURT

Murder of Insured by Beneficiary

Where beneficiary murders insured, and hence cannot recover on ground of public policy, insurer's liability to pay the fund is not thereby extinguished, and ordinarily a recovery will be allowed in name of insured's personal representative for benefit of his estate.

Personal representative of one who is murdered may not recover the amount of a policy of insurance on his life, where murder was committed by party who is sole distributee of insured.

Where beneficiary murders insured, and thereafter assigns her interest in policy, the assignee acquires no better right than his assignor and cannot recover on the policy.

Johnston v. Metropolitan Life
Ins. Co., 100 S. E. 865.

Reinstatement After Default— No Agreement to Reinsure

Insured may waive right to reinstatement given him by original policy and contract for a new policy with different conditions.

Under provision of life policy whereby insurer agrees to "reinstate" policy following default in payment of premium upon performance of certain conditions, insurer has no right to exact other conditions precedent or subsequent to reinstatement, the agreement to "reinstate" not being an agreement to reinsure under another and different contract, but implying the right of insured to be placed in the same condition that he occupied before forfeit-

ure, and the duty on the part of insurer is to place insured in that condition upon his compliance with the conditions stated in original policy.

No New Conditions Can Be Imposed—Can Compel Reinstatement

Insurer has no right to impose or add conditions other than those contained in the contract to the right of reinstatement unless supported by consideration.

Where policy gave insured the right to reinstatement following default in payment of premium upon performance of specified conditions, insured, upon performance of such conditions, could by bill in equity compel reinstatement of policy as it was before default.

Incontestable Two Years After Original Date—Not Contestable for Suicide One Year After Reinstatement

Where policy stipulated that it should be incontestable upon a lapse of two years from date of issue, insured's death by suicide more than two years after execution of the policy, but within one year of reinstatement under provision of policy giving insured right of reinstatement after default in payment of premium upon performance of certain conditions, did not invalidate policy, though application for reinstatement specified that policy should be void if insured committed suicide within one year from reinstatement, since reinstatement merely gave binding force to original policy which was incontestable at time of suicide, and since such provision in application for reinstatement was without con-

sideration, insured having been given right by original policy to have policy reinstated upon performance of certain conditions.

Mutual Life Ins. Co. of New York
v. Lovejoy, 83 So. 591.

—
**Where Agent Accepted Part
of Premium**

Conditions in application for life insurance made a part of the contract that policy would not take effect until delivered by insurer, and the first premium paid in full, while insured's health was the same as described therein, were not waived by conduct of agent in accepting less than full premium, and assuring insured's wife while he was fatally sick that the policy was of force and would be paid, and in making out blank proof of death.

Green v. Prudential Ins. Co.,
186 P. 970.

—
**Premium Paid, Policy Deliv-
ered but Insurer Not Liable**

Where a life policy provided it should not take effect until issued and delivered by the insurer and the first premium paid while insured's health, habits, and occupation were the same as described in the application, and when the policy was delivered to insured's mother he was very sick in the hospital of tubercular meningitis, from which he died in a few hours, though the policy was delivered it never became effective, and the insurer is not liable thereon.

Guarascio v. Prudential Ins. Co.
of America, 187 P. 405.

MISCELLANEOUS INSURERS IN COURT

—
Blood-poisoning an Accident

The death of an insured from blood-poisoning from an infected abraisson, caused by rubbing his head, which was bald, with an infected towel, held caused by "accidental means" within the terms of the policy, in the absence of evidence that he knew of the infected condition of the towel when he used it.

Business Men's Acc. Ass'n of Amer-
ica v. Schiefelbusch, 262 F. 354.

—
**Blood Poisoning from Dental
Operation**

Judgment for defendant and plaintiff appeals.

There can be no recovery under policy if the insured does a voluntary act the natural, usual, and to-be-expected result of which is to bring injury upon himself; injury or death so occurring not being produced by "accidental means" in any sense of the word, legal or colloquial.

Where policy does not insure against accidental death or accidental injuries, but against death or injuries effected by accidental means, it is not enough that the death or injury should be unexpected or unforeseen, but there must be something of an unexpected or unforeseen character in the means through which the injury was sustained, or the death produced.

Where insured voluntarily underwent a dental operation, and the dentist unintentionally introduced into insured's system virulent germs con-

tained on what he supposed were clean and aseptic instruments, resulting in blood poisoning and the death of insured, death was effected, "directly and independently of all other causes, through external, violent, and accidental means" within the meaning of accident insurance policy.

Complaint

As against general demurrer, a complaint in an action on an accident policy was sufficient where, adopting the language of the policy, it averred in general terms that the insured met his death from bodily injuries effected directly through "external, violent, and accidental means," and that his death was occasioned by such means alone, without averring the particular facts and circumstances attending the death or injury.

Horton v. Travelers' Ins. Co.,
187 P. 1070. (Cal.)

Occupation—Misrepresentation

In a widow's action against insurer for the death of her husband, defended on the ground of misrepresentation of "occupation," which word means the principal business in which one engages, where he represented that he was superintendent of a water company, and the insurer's agent added "supervising duties only," to the application, evidence that he was a "zanjero," a Spanish word meaning a water boss of an irrigating concern, and that he occasionally used a shovel to make quick repairs while acting as boss, did not show such a misrepresentation as would avoid the policy, since under the evidence he might have changed occupations, as allowed

to do by the policy; and his further representation that he was also an orange grower, supervising two small orange groves, would not render the policy void, because he occasionally hoed weeds, milked the cow, and attended to honey bees.

Materiality—Clause

The materiality of warranties in a policy alleged to have been breached was not made material to the risk as a matter of law by a clause in the policy, "Full compliance of the insured and beneficiary with all provisions of this policy is a condition precedent to recovery hereunder and any failure in this respect shall forfeit to the company all right to any indemnity;" such clause not being a declaration that "a violation of specified provisions thereof shall avoid it," under Civ. Code, §§ 2610, 2611, as to violation of a material warranty as ground for rescinding a policy, and providing that "a policy may declare that a violation of specified provisions thereof shall avoid it, otherwise the breach of an immaterial provision does not avoid the policy," for "compliance" by the insured and beneficiary with the provisions of the policy relates to things required to be done by them after the policy is written.

Everett v. Standard Acc. Ins.
Co., 187 P. 996. (Cal.)

Failure to Take Appeal— Estoppel

An insurer against liability, defending an action against insured, resulting in a judgment against him for more than the amount of its liability, was bound by the promises of its attorneys

and agents to take an appeal, whereby insured was prevented from appealing until the time therefor had expired.

Where a liability insurer, defending an action against insured, resulting in a judgment against him, assured him that an appeal would be taken, thereby leading him to take no appeal until the time for appealing had expired, it was estopped from asserting that an appeal would not have resulted in a reversal, or that he was not damaged in the full amount he was compelled to pay.

McAleenan v. Massachusetts Bonding & Ins. Co., 180 N. Y. S. 287.

FIRE INSURERS IN COURT

Arbitration—Waiver of Proofs

Where insured suffers loss by fire and notifies insurer, and its adjuster, with insured's assistance, makes an estimate and inventory, and offers by him and another agent of insurer to settle on basis of inventory were declined, and insurer demands an arbitration of amount of loss, the acts of insurer and its agents are a waiver of more formal proofs of loss.

Insured Not Bound by Adjuster's Calculation

An insured is not bound by amount of fire loss as calculated by insurer's adjuster, and in an action on policy is entitled to judgment for full amount of loss, regardless of the inventory, where insurer knew that insured had denied its fairness from time it was made.

Clark v. Milwaukee Mechanics' Ins. Co., 185 P. 1056.

No Sale Until Title Passes

Change in ownership not shown by sale where title was not to pass until after fire.

Proof Waived by Non-Waiver Agreement

Non-waiver agreement for investigation of fire waives proof of loss.

German-American Ins. Co. v. Shepherd, 447.

Ownership—Note

Insured's note, in the usual form of a negotiable collateral security note, making stock of goods covered by policy collateral for payment of note, did not invalidate policy under provision making it void if the interest of insured in goods be other than "unconditional and sole ownership"; the execution of such note not depriving insured of the unconditional and sole ownership of the property, even though note should be construed as creating a chattel mortgage.

Such note was insufficient to create a chattel mortgage.

Inventory

Invoices preserved in an invoice book, shown in detail as in an inventory. Omission of these invoices for one month in the inventory was not a violation of requirement of a complete itemized inventory of stock on hand.

Insured was not required to record the stock numbers of the items of goods or other data for tracing former inventories or invoices.

Grouping goods of different kinds in one item designated as dress goods was not invalid, where goods were of same value per yard and of the quantity stated.

Inventory was not invalid because of lumped entries few in number, such as "1 lot jewelry, \$10."

It was not necessary to take inventory of goods in a branch store in another city, such goods not being covered by the policy.

Lavenstein Bros. v. Hartford
Fire Ins. Co., 101 S. E. 331.

**Parol Contract Unenforceable
Where Agent Doesn't Name
Company Before Fire**

A parol contract of insurance, made with an insurance agent representing several companies, the company to take the risk not being specified, and the agent not designating any company before the fire, is unenforceable, especially against a company that had forbidden him to write any such risk.

Grimes v. Virginia F. & M.
Ins. Co., 218 S. W. 810.

Thank You

"Thank you," to be worth while, should be spontaneous.

"Thank you" lifts burdens. It never makes them.

It never belittles anyone to say "thank you."

A heart-felt "thank you" is always clothed in a fine tone of voice.

The above are from Henry N. Hansen's booklet "Thank You," published at Decatur, Ill., price 25 cts.

POPULATION. — Vallejo, Cal., has 16,853 population, a gain of 48 per cent; and Richmond, Cal., 16,843, a gain of 147.6 percent.

Twenty-five American manufacturing places burned in March.

DECISION AS TO BROKER

NEW YORK

Calumet & Hecla Mining Co. v. Stafford et al. 179 N. Y. Supp. 672.

**Procuring Single Policy and
Guaranteeing Rate of Premium Not "Conduct of Insurance Business"**

Where plaintiff had engaged cargo space on defendant's ship, a contract whereby defendants agreed to procure war risk insurance at not to exceed 7½ percent was not "conduct of insurance business" in violation of Insurance Law, § 54, nor were defendants "engaged in insurance business."

Instructions that Person Procuring Insurance for Another Violated Insurance Law Erroneous

Where plaintiff had engaged cargo space on defendants' ship, and defendants had agreed to procure war risk insurance at not to exceed 7½ per cent, an instruction, in action to recover the difference between 7½ per cent and the lesser premium paid by defendants, that if defendants were selling insurance as principals, or acting in any way except as agents, they were violating the law, was error, even if Insurance Law § 54, forbidding the unauthorized conduct of insurance business by unincorporated persons, had any application to the facts.

Defendants' chief witness had testified in regard to the conversation with plaintiff's witness, when the arrangement for the insurance was made, that defendants were "selling" the insurance to plaintiff:

"Yes, sir: we sold them insurance.
Q. Did you buy it of the insurance company? A. Yes, sir. Q. And you resold it

Coast Insurance Review

Elected Vice President

At the recent annual meeting of the West Coast Life Ins. Co. of San Francisco Secretary and Actuary Gordon Thomson elected to a vice-presidency. He continues to hold the other offices.

The Coast Review Fire Chart 1920 will soon be in the binder's hands, and then in your hands.

American Fire Business—17 Percent Gain —Great Year

Last year the fire insurers in this land increased their premiums income 17 percent; in the previous year 6 percent. Losses paid, 43 percent of the premiums. Losses to premiums earned were about 50 percent. The apparent trade profit of \$700,000,000 premiums was \$119,000,000. The actual underwriting profit was much less.

Fire losses have recently increased about 20 percent.

Orient Insurance Company

This Hartford company reports \$5,207,263 assets, a gain of \$613,149; policyholders' surplus, \$2,475,958, a gain; premiums, \$2,618,036, a gain of \$307,323; loss ratio, 36.7 percent. Good underwriting profit. The Orient is represented in this Coast field by Manager Sam B. Stoy.

Industrial Business Formerly Very Profitable

Not very long ago the business of industrial life insurance in this country was very profitable. But it cost a pretty deal to establish a new company. It does now. About five years time was necessary to recover the "initial cost" of business written. This money had to be advanced by stockholders.

Premiums and losses and expenses, however, in time left a good profit for stockholders' dividends. They do now in Great

Britain but not in this country. The New York legislature passed laws which made such profits no longer possible, and so the business was placed on a mutual basis.

The Prudential of England, as we learn from Insurance Gazette of Ireland, paid up nearly all its \$5,000,000 capital out of profits. In 1914 it paid \$3,000,000 dividends to stockholders. Proceedings of the annual meetings are never published; admission is by ticket.

The Northwestern National has \$9,851,920 assets, a gain of \$1,172,600; net surplus, \$2,010,911, a gain of \$341,008; premiums, \$5,085,251, a gain of nearly a million; loss ratio, 35.6 percent.

Herbert Folger Seriously Ill

The many friends of Herbert Folger, assistant general agent of the Geo. H. Tyson agency, will deeply regret to learn of his very serious illness. Mr. Folger was stricken with paralysis yesterday, and his condition is very grave.

LOSS OF FINGER-TIP

Where an employee has lost one-sixteenth of an inch off the first phalange of the index finger, the injury not interfering with the use of the distal joint, nor with the use of the entire finger, compensation cannot be awarded as for the loss of the first phalange, under Workmen's Compensation Act.—Edward E. McMorran & Co. v. Industrial Commission, 125 N. E. 284.

RUPTURED AORTA

Where a workman operating a windlass has a hemorrhage from a ruptured aorta and dies, there being no direct evidence of extraordinary exertion suddenly displayed, the death is due to an "accident" within the Workmen's Compensation Act; an "accident" within the Act being any injury traceable to a definite time, place, and cause, and occurring within the course of the employment.—E. Baggot Co. v. Industrial Commission, 125 N. E. 254.

Los Angeles.—The Whittier-Fuller paint house had a fire last week.

Coast Review of San Francisco

85 PER CENT COMMISSION

The Big 'Mutuals' Are Demoralizing Life Business

The Equitable Life scandal, some years ago, was one of the outcomes of the rivalry of the big life companies. Commissions as high as 90 percent of the first year's premiums were paid agents and brokers, and indeed were paid over the counter.

In the face of this unfair competition, which robbed the old policyholders for the sake of the new, the only way to start a new company was to start it as an assessment society. The smaller companies had a struggle for life.

Legislation was enacted in New York to cure these evils by restricting expenses and limiting new business; but amendments and new rulings now permit the big companies, operating in New York, to write as much business as they want to and seemingly to pay as much for it as in the old scandalous days. We are assured that there are giant companies which now pay the equivalent of 75 and even 85 percent of the first year's premium.

Of course these excess commissions encourage rebating, diminish dividends to old policyholders, and embarrass the smaller companies which cannot meet this dishonest competition without robbing old Peter to pay young Paul.

This is a violation of the law, concealed by charging the illegal payments to agency or department expenses while the renewal commission bargain with the solicitor or broker continues.

Why are the big "mutuals" so anxious to pile up new "ordinary" business? Who makes the money? Certainly not the policyholders.

Territory Offered

Coast Review can put ambitious life solicitors in communication with two companies which are opening up desirable fields in this territory and want two district managers immediately.

—Compensation decisions on page 288 also.

Much Rebating

We hear of a big deal of rebating in San Francisco, slyly done, by receivers of big commissions. What else are big commissions for?

Policyholders' Dividends Are Taxed

The U. S. supreme court now holds (opinion of Judge Brandeis) that dividends to policyholders—refunds of premium payments—are profits and must pay a federal tax. The "mutual" companies must pay such tax, for the policyholders, who do not report the so-called "dividends" in their income returns.

Thus the government penalizes thrift and one form of life insurance.

—The Fire Insurance Pocket Index 1920, by the Spectator Co., New York, gives ten years' statement figures of companies, underwriters' agencies, latest obtainable figures of little known companies; 52d year. Manila cover, 50 cts.

—The Arizona Fire has \$1,107,602 assets and \$45,270 net surplus. Premiums in 1919, \$245,430, with 38 percent losses. Premiums gained, \$40,000. With this improved showing the company should be able to report an underwriting profit this year. There was a small trading profit on 1919 business.

—The Republic Underwriters has \$3,384,781 assets, \$753,952 net surplus and \$1,000,000 cash capital; \$813,897 premiums, a gain of \$103,000; loss ratio, 36.9 percent; expense ratio, 46.2 percent.

—The Rhode Island has \$600,000 capital, a gain of \$100,000; net surplus, \$521,813; a gain of over \$113,000. Premiums, \$1,643,796, a gain. Represented by J. A. Hougaard.

—Life.—Insurance Press of April 21 gives a column account of the case of Penn Mutual v. Collector of Revenue. U. S. S. C., where it was held that dividends to policyholders are entitled to no exemption from income tax.

—The Fireman's Fund leads in automobile insurance, with \$2,431,161 premiums. Its loss ratio was 44 percent: the average for all companies was 49.

to them? A. Yes, sir. Q. Did it cost you more than you paid them? A. I think it did."

On cross-examination he was asked by plaintiff's counsel:

"Will you explain to the court just what you mean by 'selling'? A. We agreed to deliver to him a satisfactory policy in a solvent company for a sum of money to be paid upon delivery of that insurance. That is what we understand it to be."

Court said:

"It is quite evident that defendants' witness was using the phrase 'selling insurance' at a flat rate of $7\frac{1}{2}$ percent in dramatic contrast to plaintiff's claim that the agreement on defendants' part was that the insurance should not cost plaintiff more than $7\frac{1}{2}$ percent under any circumstances, and, if less, that plaintiff should have the benefit."

The insurance cost \$1,121.99 less than $7\frac{1}{2}$ percent. This money was repaid to defendants by the agent of the insurance companies and forms the subject matter of this suit.

LIFE

Case of the American National Assurance

The Pacific Reporter of February 2, 1920, prints the decision of the supreme court of California in *Minnie B. Faris v. American National Assurance Co.*

On July 27, 1916, John B. Faris applied for \$3,000 life insurance in the defendant company. Premium was paid, part with cash and remainder with note.

On September 28, when the note became due, the insured wrote to the company in St. Louis that he was unable to pay, and suggested a return of the policy and substitution of one for \$1,000. He offered to pay interest due on the note.

Larabee, the general agent at Los Angeles, wrote the insured that the reduction now "is out of the question," and enclosed a new note. Faris made no reply.

Company's agent sent the unpaid note for collection and on November 20, 1916, the Nevada County Bank collected it from the insured.

Therefore, it is plain, Dr. Faris was insured for \$3,000 until August 1, 1917.

Faris died on December 23, 1916.

Defendant American National Assurance Co. declined to pay the administratrix.

The superior court found that the insurance did not cease on or about September 26; that defendant waived all rights that might have existed on said date, "to determine said policy"; that said policy was in full force on the day that insured died.

The supreme court of California ruled that this judgment was just and in accordance with the law and the contract.

The note provided that "the full amount of the premium on said policy shall be considered as the earned premium thereon while said policy is in force."

Under the terms the application that such part of premium as was paid should be retained as earned premium.

But another part of the contract (note) made the whole of the premium "earned" for the term of the note.

The court said these two provisions are hopelessly in conflict.

The court said:

"The company claimed and received the benefit of the payment of the premium for the entire period of one year but sought to limit its responsibility to the said period of 60 days.

"Under the authorities and according to the plain principles of equity, this it cannot do."

The motto of the company and its agent seems to have been, "Heads I win, tails you lose."

Insurance Record, too, thinks the New York Life will yet have to pay its Russian obligations.

About 150 life solicitors in Seattle joined in a "raid" on the purses of citizens for benevolent purposes for the Near East Relief. The "hold up" was a great success, and Armenian women and children will eat.

Reference to underpaid industrial solicitors elsewhere refers to those abroad.

REBATE, SAYS COURT

Dividing Commission—Suit for Slander Charged With Rebating

Division by a fire insurance agent of his commission personally with an officer of a corporation was an illegal and criminal "rebate," within the meaning of Rev. Codes, §§ 4026, 4027, 4028.—*Smith v. Kleinschmidt*, 187 P. 894. (Mont.)

Plaintiff A. G. Smith is an insurance agent at Butte. Defendant Reinhold H. Kleinschmidt was charged by plaintiff with slander in saying to another man

"that the plaintiff had been guilty of the crime of rebating, in that he (Smith), as an insurance agent, had given a rebate of two-thirds of the premium payable on a policy of insurance on the Granite Block in the city of Helena."

Complaint further alleging that rebating is expressly declared to be a crime under the provisions of chapter 15 of the Session Laws of 1909, and that the defendant, intentionally and maliciously intending to injure plaintiff, charged the plaintiff with crime; that the words spoken were false and unprivileged; and that in consequence of the speaking thereof plaintiff was injured in his reputation, rendered liable to criminal prosecution, and that said words tended to disgrace him, etc.

From the testimony it appears that the Warranty Title Company, a corporation, was the owner of the Granite Block in the city of Helena, and that the defendant was its secretary and treasurer and its agent in the handling of the same.

The plaintiff was the agent of a fire company, and solicited of the defendant the writing of policies upon the building, and the defendant, acting as such officer and agent, caused to be written by the plaintiff two policies in the sum of \$36,000 each thereon in favor of the corporation owning the same; that the premium charged for the writing of each of said policies was \$737.10, of which sums the plaintiff was entitled to receive 20 percent as his commission.

It further appears that the defendant, as a condition for the giving permission to the plaintiff to write the policies in question and with the statement by defendant that unless such agreement could be made defendant would place the insurance with other agents, entered into an agreement with the plaintiff requiring him to pay over to defendant two-thirds of the commission so earned by the plaintiff. After the payment of the premium upon each of the policies in question, the plaintiff gave his check to the defendant in the sum of \$98.20, being two-thirds of plaintiff's commission for writing each policy. The plaintiff, in explanation of the transaction, states that Mr. Kleinschmidt told him that he (Kleinschmidt) was the secretary of the Warranty Title Company; that he always had two-thirds of the commission upon policies written upon the building; and that the payment of this share of the commission would be a payment to him individually for placing the insurance.

The trial court gave judgment for plaintiff. Defendant appealed.

BY THE COURT

Respondent, conceding the facts above stated, contends that his conduct did not constitute "rebating" or discrimination in favor of the assured corporation, but amounted to nothing more than a payment to defendant of a commission for assisting him in obtaining the privilege of writing the insurance, and that such payment was not prohibited by law.

With this contention we are unable to agree. The defendant was not in any sense a partner, servant, or employee of the plaintiff in the transaction or otherwise. Plaintiff knew that defendant was an officer of the assured, its treasurer and secretary, and its managing agent. He knew, or should have known, that defendant was bound to use good faith toward his company in all his business dealings pertaining thereto. He is presumed to have known that the statute prohibited his writing a policy of insurance at a rate lower than specified in the policy itself. Yet to avoid the provisions of the statute, in a desire to obtain business,

he accepted the check of the assured corporation, signed by defendant as treasurer, in payment of the premium, and then as a part of the same transaction immediately deducted from the amounts so paid two-thirds of his commission, and repaid the same to the assured's secretary, treasurer, and managing agent.

Conceding that defendant's conduct was reprehensible and sordid, and that he personally profited by the transaction, we fail to see how this may avail the plaintiff. In our view it does not change the situation in the least that the parties agreed that the rebate was made to defendant personally. Whether it be that the assured corporation or defendant personally profited by plaintiff's dividing his commission, plaintiff did "pay or allow, as an inducement to insurance" a "rebate of premiums," which act was prohibited by law.

Upon the oral argument respondent contended in effect that the prohibition against discrimination applies only to deduction from the share of the premium which the insurance company retains for carrying the risk. The agent's commission is as much a part of the premium paid by the assured as is the portion retained by the insurance company.

Reversed; cause remanded to district court.

Carnegie School of Life Insurance Salesmanship

The commencement of the second class of the Carnegie School of Life Insurance Salesmanship was held on March 19th. Fifty-four of the sixty-one students who enrolled for this course received their certificates. This makes a total of ninety-seven students who have graduated in the first two classes out of a total enrollment of 108.

Among the graduates are: Caine Farrell, San Francisco; O. J. Lacy, Billings, Mont.; (Mr. and Mrs.) C. G. Quillian, Seattle; W. C. Walsh, Orbon, Sask.

The enrollment for the spring term began last month. If you are interested, address the School at Carnegie Institute of Technology, Schenley Park, Pittsburg, Pa.

Metropolitan Life Is the Largest in the World

The Metropolitan Life has \$5,343,652,434 outstanding insurance. This is larger than that of any other company in the world.

Total insurance placed and paid for in 1919 was \$1,418,681,492, which is the largest amount ever placed in one year by any company anywhere.

Annual premium new life insurance paid for in 1919 was \$910,091,087, which is the largest amount ever placed by any company in one year.

Of course the Metropolitan Life will write over one billion new business in 1920.

Weekly premium insurance paid for in 1919 (industrial) was \$508,590,405, which is more than has ever been placed in one year by any other company in the world.

Gain in insurance in force was \$914,140,-618, largest gain ever made by any company.

The Metropolitan Life has 21,770,671 policies in force, equal to one-fifth of the population of the U. S. A.

Every fifth man, woman and child in this country is insured in the Metropolitan Life.

The increase in assets last year was the largest in the world—\$89,367,126.

Free Educational Pamphlets

The Committee on Publicity and Education of the Western Union and the Bureau has issued new editions of its pamphlets on mutuals and inter-insurers, for which there has been a greatly increased demand of late. Among its other recent publications are "Hazards of Domestic Electric Devices," "Farm Electric Lighting Plants," "A \$3,000,000 Fire Wall" and "Stop Burning Up Homes." Agents can secure a supply of these by addressing the Committee on Publicity and Education, Room 953, Insurance Exchange, Chicago.

The only cheap things nowadays are beer kegs.

The expected always happens only in Latin America.

PRINCIPLES OF INSURANCE LAW

A New York court ruled that a restaurant man named Block was not damaged in his business by a printed reference to him as Mr. Blockhead.

BENEFICIARY WITH VESTED RIGHT

Where there is no provision in the policy that insured may change his beneficiary, the issue of the policy confers immediately a vested right upon and raises an irrevocable trust in favor of the party named as beneficiary, a right which no act of insured can impair without beneficiary consent.—*Missouri State Life Ins. Co. v. California State Bank*, 216 S. W. 785.

MUST ALLEGE CONSIDERATION

A petition based on an oral contract of insurance which fails to allege a consideration fails to state a cause of action.

A petition based on an oral contract of insurance, alleging that oral contract was on same terms, so far as applicable, as those embraced in a certain writing plaintiff had with defendant, and setting it out at length does not sufficiently allege a consideration because contract set out contained a consideration.—*Swift v. Central Union Fire Ins. Co.*, 217 S. W. 1003

PROOFS

No action was sustainable on a fire policy, where the required proofs of loss were not furnished, and though an appraisal was demanded none was had, where there was no showing that the requirement as to proof of loss was

waived by any authorized representative of the insurer, or that the failure to procure an award of the appraisers was due to the appraiser appointed by the insurer.—*Modern Homes v. Atlas Assur. Co.*, 108 A. 869.

MORTGAGE

Where a mortgagee insures his own interest at his own expense, payment of a loss before the mortgage is paid is not a payment on the mortgage, and, conversely, a mortgagor, insuring his separate interest, is entitled to the insurance proceeds, but, where the mortgagor effects insurance payable to the mortgagee as his interest may appear, the policy is for the benefit of both parties.—*Sisk v. Rapuano*, 108 A. 858.

AMBIGUITY

Ambiguous provisions in policy providing for a forfeiture of interest of insured will be strictly construed against the insurer, and the rule applies to life policies as well as to fire accident, fire and marine insurance.—185 P. 1035.

Mortality Table in Accident Suit

In an action for damages sustained in an automobile collision, it was not error to admit in evidence the Carlisle Mortality Table, over the objections that it was irrelevant, and that there was no allegation or proof of permanent injury or reduced earning capacity, and no proof of the value of plaintiff's services.—102 S. E. 360.

“The surtax was a great help.”

GENERAL

Wind Storm May Start a City Conflagration—Hot Stoves Will be Overturned and Electric Wires and Gas Pipes Broken

Some years ago a cyclone or tornado in St. Louis killed many persons and so damaged buildings that they looked like a South Carolina or California earthquake aftermath.

These cyclones or whirling windstorms create vacuums. Water is drawn out of wells, the bark of young trees bursts outward, and building walls tumble into the street. In St. Louis the flush front walls of rows of brick dwelling fell forward into the street, from which canyon the air had been in large degree suddenly sucked upward.

It occurred to the writer then that the city was saved from fire and further destruction only by the mild weather rendering heating fires unnecessary, and that at some future time a cyclone will be the cause of a great conflagration.

A few days ago the press told of a destructive windstorm in the West which threw down a house and twisted and broke its gas pipes. In some way escaping gas was fired and the ruins were consumed.

This fact affords a hint of possibilities of conflagrations in the tornado and cyclone districts, which include both large and small cities. It will not always be "pie" for the fire underwriters.

Trondhjem, Norway, is the farthest north city in the world. It is nearly 1,000 years old. Latitude 63 degrees

and 25 minutes 52 seconds north latitude. Its climate is like that of Berlin. The river seldom freezes over.

Be Very Careful of Your House

Your old dwelling house is very valuable now. Don't forget that fact.

If it should burn can you afford to build another at present costs? Your new house will cost you twice what the old one did.

If you rebuild the burned home, within six years it probably will be worth only half what it will now cost.

If you can find a house to rent, prepare to pay 50 to 100 percent more than before the war.

You can't afford to let your old house burn even if it is well insured. Inspect your chimneys and furnaces and stoves and stove-pipes. Use safety matches. Be sure that your electric wires are properly installed. Don't allow rubbish to accumulate.

Argument for an Endowment Policy

From facts compiled by the American Bankers Association:

Out of 100 average healthy men, 25 years old, when they reach the age of 65—

1 will be rich.

4 will be well-to-do.

5 will be earning own living.

54 will be dependent upon friends or charity.

Taxes and Fees

National Board of Fire Underwriters gives out the information that in 1914 the total taxes and fees paid N. Y.-reporting fire offices amounted to \$9,934,062; the total for 1918 amounted

to \$27,966,971, an increase of nearly 300 percent.

Early Life Insurance Like a Swindle

In the first years of life insurance, especially in this country, the insured had no privileges and few rights.

He paid his premium yearly as long as he lived—or forfeited every cent. The stockholders (or perhaps the managers-in-chief) pocketed all the reserve on forfeited policies.

There was no extension insurance; there were no surrender values.

Life insurance soon acquired the reputation of being a swindle. Little progress was made. It had no more public esteem then than a “blue sky” proposition has now.

Some of this general distrust persists to this day. Ill informed men today express the hostility and contempt which their fathers and grandfathers felt for life insurance.

Elizur Wright, the famous actuary and the first state insurance commissioner, secured legislation which protected the policyholders and ended the scandals of confiscation.

Mr. Wright, through the Massachusetts legislature, created a legal reserve liability and provided for extended insurance with the policyholder's reserve. There were no more forfeitures.

This was the beginning of modern life insurance, without forfeiture, and with cash surrender values or extended insurance, and more liberal treatment of policyholders as to grace, travel and occupation.

This was about 1858. Mr. Wright really created honest, scientific, liberal and safe life insurance.

Foreign Trade Situation and Its Effects

Demoralized foreign exchange tends increasingly to check the flow of our export trade. Buying our goods with depreciated money may make them cost the foreign customer so much as to be practically prohibitive. Meantime, our great gold reserve is beginning to flow to South America and Central America and to the Orient, and as that gold reserve is depleted, our currency and therefore our national credit, tends to contract.

All these factors go to act as great rocks in the channels of international trade, and as our production continues, our supply of goods of all sorts, the product of factory, mine, forest and farm, must tend to back up behind these obstructions. That means a tendency towards over-production in this country. Over-production means a curtailment of further production, and the curtailment of production means unemployment, so it is that unless present forces are checked and new ones brought into play, we may not be troubled so much by the high cost of living as by the need of individual income to meet a very much lowered cost of living. — Wm. B. Colver.

The real cause of wars in all ages has been over-population—too high birthrate in proportion to the then means of subsistence. But if the birthrate be curtailed there will be fewer houses, stores and factories. A restricted birthrate therefore will lessen the insurance business as well as the war business.

SELLING LIFE INSURANCE

Be a big man in your community—as big as you can. Be a leader. Start things. Be lavish with praise. Seek introductions. Remember names.

Yesterday there were marriages. There are no better canvassing subjects than bridegrooms.

Yesterday children were born. Their fathers are reasonable subjects for the canvasser's art.

Arguments advanced for more life insurance because of the high costs of living may in time suggest to the insured arguments for less life insurance because of the low costs of living.

Be Strong

Always be strong. This commandment includes all the commandments which make for success in life. For strength includes health, will, ambition, courage, hope, industry, insistence and resolution.

The insurance salesman needs these qualities. He needs strength, which covers a multitude of virtues, and brings success.

Be strong, ever be strong; and remember that plenty of good food, good air, good society, good exercise, with a clean body, a clean conscience and warm appropriate clothing, will make and keep you strong.

Is That Good Enough For You?

It is very interesting to observe the various methods used by salesmen in different lines when the much discussed "psychological moment" for closing the transaction arrives.

Some time ago a gentleman found his way into our office and opened up something like this:

"Only five minutes of your time will be required for you to hear all I have to say and when I have finished all you have to say is either 'yes' or 'no.'"

We advised him to open up his batteries.

He had a set of books to sell and at the

expiration of about four minutes of good selling talk he said:

"Is that good enough for you?"

We couldn't afford to say "no," in fact had to say "yes," knowing, of course, what the salesman's next step would be. It was. He promptly placed the order blank before us and passed his pen—ready for action.

Although he did not make the sale (because in saying yes we added "but") he secured an admission that what he had for sale was good enough for us, and thereby made it easy to get his order blank ready. Getting a man into the "yes" frame of mind has often been emphasized although it has never been emphasized enough.

For instance:

Would \$10,000 help your widow if you were to die tonight? Yes.

Would \$100 a month help you if you were totally and permanently disabled? Yes.

Would \$100 a month for life help you after you reach age 60? Yes.

Can you save — cents a day to put into this proposition? Yes.

Our man will come around at 2:00 o'clock this afternoon and weigh you to see if we can consider you for this proposition. That hour is O. K., isn't it? Yes.—Service.

A grain of gold is worth 86.1 cents—if you can find a seller. A grain of "sand" in insurance selling is worth about 86 dollars.

J. E. Hines, representing the Bankers Life of Des Moines at Salina, Kans., was working on a salary of \$12.50 a week less than a year ago. During the month of March, 1920, he sold over \$100,000 of life insurance.

Notice to Industrial Policyholders.—Laws 1913, making it unlawful for any insurance company doing business in state to forfeit or cancel a policy for non-payment of premiums without first giving written notice to holder thereof of its intention to forfeit or cancel it, includes industrial policies issued upon payment of monthly or weekly premiums.—*Reynolds v. Metropolitan Life Ins. Co.*, 185 P. 1051.

ONE THING AND ANOTHER

Science should invent a ray which would expose dishonest brains.

* * *

Apple lands near Pajaro, Cal., are selling at \$3,000 an acre. Pronounce Pah-hah-ro—accent on first syllable. Old Californians are privileged to pronounce the name as if spelled Pah-ro.

* * *

In San Francisco the piers are numbered from the Ferry building, odd ones north and even ones south. Thus the visitor knows where he is at.

* * *

Col. John P. Irish, California politician-statesman and past grand master of the art of writing, in a controversy with Col. Weinstock, "paternalist," and department store owner at Sacramento, says:

"Would Col. Weinstock want the state as an overlord in his business? He has had years and good; years when he could weep into one of his stock handkerchiefs, and fit it for a fire sale."

* * *

The Pacific States Fire has bought a building at n. e. cor. Eleventh and Adler sts., Portland, for a home office. It is two stories, remodeled.

Reviewing the Pacific States Fire statement the Portland Telegram spreads it thick by saying:

"The premiums for all other insurance written in the state of Oregon, except that paid to the Pacific States, is sent out of Oregon on the tenth day of every month, and the people receive no direct benefit from the premium they pay for insurance, while all moneys paid to the Pacific States are invested here, officers of the company point out."

If so, that's a bad pointer.

But the eager reporter of course misunderstood.

In all kinds of insurance except life (which

sole kind creates a sinking fund as by law required) the premiums are virtually all spent within the state which contributes them. The other-state insurers leave in the state the commissions and taxes paid, the losses paid, and the moneys paid out by its traveling representatives. Sometimes the company expends in the state more than it receives from it.

* * *

Hartford is the home of the Oak, in which the charter, granted in 1662 to the commonwealth of Connecticut, by Charles the Second, was hidden, when James the Second in 1686 sent Sir Edmund Andross to visit the colony and demand the surrender of the charter. The present Travelers building stands on the site of the old tavern where the charter was to have been surrendered. As large oaks grow from small acorns, so The Travelers Insurance Company, which started its business career by making an oral contract with James Bolter to cover him for accident insurance in the sum of \$5,000 while journeying from the Post Office to his home on Buckingham street, for which coverage he paid a premium of two cents—which premium the company still has in its possession—has grown from this small beginning to a size which may be visualized by referring to the figures—premiums collected by Travelers Companies last year \$71,564,553.

* * *

South Dakota.—The Pacific Mutual News of April 1 has an interesting sketch of South Dakota, by Secretary C. I. D. Moore. South Dakota and North Dakota were once the territory of Dakota and before that were a part of the territory of Nebraska, the largest territory in the Union. Secretary Moore's article is entitled "The Sunshine State" and contains not a word about California. South Dakota has more than 250 sunny days a year. There is a good picture of the Homestake mine at Lead, said to be the largest gold mine in the world. It is in the Black Hills country, which a half century ago was the "talk of the world." The Pacific Mutual Life has a good producing general agency in this state.

WORTH KNOWING

The Reinsurer Not Liable to Insured

There is no privity of contract between a reinsurer and insured, and a reinsurer is not liable to insured, but is merely an indemnitor, liable only to the insurer whose risk is reinsured, so that recovery on the policy of reinsurance inures, not to the benefit of insured, but to the benefit of the general creditors of the reinsured.—*Insurance Co. of the State of Penn. v. Park & Pollard Co.*,

Can Lawfully Change Name Without Legal Proceedings

Where insured had been known as E. for 22 years before the policy was written, a representation that his name was E. was not a misrepresentation, although his name had before that been C., since a man may lawfully change his name without resort to legal proceedings, and by general usage or habit acquire another.—*Everett v. Standard Acc. Ins. Co.*, 187 P. 996. (Cal.)

Farm Electric Lighting Plants—Careless Installation and Maintenance May Cause Serious Hazards

Electric lighting plants for farms are increasing rapidly. The farmers are prosperous and want modern improvements, and numerous combinations of generators with gasoline engines have been devised which are comparatively economical in cost and maintenance, and which furnish electricity for the house, barns and outbuildings and often power for domestic and farm purposes. Experience has shown that these plants are often carelessly installed by persons with little experience in electrical hazards, and that serious fire and accident dangers are thereby introduced. In practice there is no inspection for these plants at the time of installation or afterward, and it is now proposed that laws be passed requiring that state fire marshals be notified of all such installations, in order that they may be properly inspected and supervised. This will involve the establishment of a

special electrical inspection department for farmers' plants.

These plants create a peculiar type of fire hazard, as the equipment is usually for low voltage as far as lights are concerned. Electric flatirons, washing machines and other domestic appliances are almost invariably used where such plants are installed, and the higher wattage to operate these devices must come through very heavy current in the wiring in use, this greatly increasing the fire hazard unless that wiring has been properly designed and installed. The Fire Marshals' Association of North America is now considering the problem, and it is believed that the more progressive states will soon be enacting laws requiring proper installation of farm lighting plants and providing for the necessary inspections.

Garage-Keepers Responsibility

The law enjoins on the keeper of a garage for hire the duty safely to keep an automobile left in his custody, and he is bound to the exercise of reasonable diligence and care to that end. A custom of garage keepers contrary to this implied obligation, cannot absolve the garage keeper from observance of this care. Nor can he leave the garage solely in the hands of an employee and then say that the latter's negligence in releasing a car to one without authority from the owner is beyond the scope of his employment.—*McLain v. West Va. Auto Co.*, 79 S. E. 731.

A verdict of \$695 was not so excessive for bruises and an injury to an arm of a female, which rendered it difficult to flex and extend the arm, as to show that the jury was improperly influenced by passion or prejudice, in that the defendant was a saloon keeper. — *Johnson v. Hendrick*, 187 P. 782.

When an applicant who has been treated by an osteopath, says he has not been treated by a physician in five years, this is a question for the jury. 102 S. E. 179. Is an osteopath rubber a doctor? What do you say?

MISCELLANEOUS

Fidelity Insurance Risk

For thirty years cashier of the Santa Rosa National Bank, Frank A. Brush, now serving a ten years' sentence, now makes full confession involving William C. Grant, assistant cashier. At the investigation a bookkeeper testified that when the Federal Bank examiners were in town the entire office force worked all night to get rid of (or substitute) individual loose ledger sheets which showed a shortage of \$200,000. In some cases, he said, leaves were torn out and destroyed, under direction of the assistant cashier. Figures were ordered changed. On the same night a ledger clerk made over draft "reconciliations" amounting to \$60,000. But all this crooked work was in vain. The National Bank and its allied savings bank were closed.

\$7,500 Damages Not Too Much

Where a stenographer 28 years old, earning \$65 per month, was in bed in the hospital four weeks, and four weeks at home, received a nervous shock, and also a fracture of the pelvis, which had not completely united, and there was medical testimony that it would take from 4 to 16 months thereafter to knit, and she was able to get around only by means of a wheel chair with assistance, an award of \$7,500 damages held not so disproportionate as to indicate it was not the result of the jury's cool and dispassionate discretion.—*Du Val v. Boos Bros. Cafeteria Co.*, 187 P. 767.

Plaintiff saw that sidewalk elevator doors were closed; her attention was diverted to something in the street; the elevator doors opened at that moment, allowing her to fall into the opening. Held, mere abstraction is not being negligence per se.

Color Blindness

Color blindness in both eyes is not total and permanent blindness within an insurance policy issued by a locomotive engineer's association providing that any member sustaining the total or permanent loss of

sight in one or both eyes shall receive the full amount of his insurance, but that the association will not recognize any claim of insurance for impaired eyesight.—*Fallin v. Locomotive Engineers' Mut. Life & Accident Ins. Ass'n*, 102 S. E. 177.

Explosion in Garage

Porterville, Cal.—Two men killed, several injured, here by explosion of an oxygen tank in the City garage. Rear of garage was demolished.

Auto Accident Award

\$1,500 was not so excessive as to manifest prejudice or bias, where plaintiff, who was injured in an automobile collision, sustained a broken and dislocated left arm and wrist, suffered intense pain for three months, and the use of the arm was permanently impaired.—*Pidcock v. West*, 102 S. E. 360.

Murder an Accident

Fong Wing, a Chinese merchant in San Francisco, was assassinated. His widow, Mar Shee, is suing the Maryland Assur. Cor. for \$15,000, which she says is due her under an accident policy issued by the defendant to her husband six months before he was killed. Further, that the policy covered the death of her husband, who was killed by a person or by persons unknown, and that such death was accidental and unforeseen as far as deceased was concerned.

Airplanes Begin Forest Fire Patrol on May 1

The U. S. Army has turned over the 91st Squadron of 18 airplanes, 2 of them scouts with wireless telegraphy sets, to the U. S. Forest Service. The squadron begins fire patrol duty May 1. Two planes will be sent up every day from each of the four bases. Wireless telephony will be tried.

The Lake Tahoe Protection Association in California fought thirty fires in the district near the lake in 1919. The Forest Service helped also. Cost of this work was \$856.

New York Insurance Report, Part V

The "Miscellaneous" part of the New York state insurance reports of 1919 has been received unavoidably late. Includes new statutes.

No company doing business in New York shall expose itself to any loss on any one risk exceeding 10 percent of its capital and surplus.

Lloyds and interinsurers writing both fire and ocean marine insurance must have \$400,000 surplus. Other Lloyds and interinsurers must have \$200,000 plus unearned premiums.

Other-state mutuals must have \$5,000,000 insurance on 100 separate risks in each of five past years, and must deposit with the state insurance department \$200,000 or have at least \$300,000 guaranteed funds.

A New York automobile mutual must have 1,000 members who each own an automobile and have made application for insurance in said new mutual.

Thirteen or more persons may become a corporation to do marine insurance business.

Thirteen or more persons may become a corporation and insure against loss by fire, and also marine losses, and if authorized to insure against loss by explosion, may also insure against loss by bombardment, invasion, insurrection, riot, civil war or commotion, or military or usurped power—but not against explosion of temper.

This enterprising state is prepared to allow insurers to cover any new hazards.

Amendment: Insurance advertisements purporting to give financial standing must give paid up capital, assets owned, liabilities, and net surplus. Foreign companies must not advertise in New York its home office capital and surplus and assets.

LIFE

The superintendent is authorized to suspend the law limiting new insurances by life companies for the calendar year as to any company applying for such suspension, if its business is "properly and economically conducted."

This special measure seems to "make a monkey" of the old restraining law.

The official examination discloses this

item in the Equitable Life stocks: "Arkansas Valley Sugar Beet and Irrigated Land Company, \$500,000" in 1914; in 1917, "written off." Rather jarring, that loss of over half a million.

We note that in February, 1919, the Manhattan Life decided to and did refund all war risk premiums collected. The examiner's report says:

"The company's loss of insurance in force from lapses and surrenders has been greatly reduced."

The report on the Mutual Life of New York gives some interesting particulars of that company's realty investments.

In the three years 1915-1917 the book values of the home office building and the Paris office building were decreased \$3,587,-572.

On the total real estate of the company the net return was 2.9 percent in 1915, nearly 3 percent in 1916 and 3.2 percent in 1917.

We note that the president of the Northwestern Mutual Life receives \$50,000 a year salary, and the 1st vice president \$30,000, and the 2d vice president \$25,000, and the actuary \$15,000.

The Record for April records the fact that Henry Jerusalem of Visalia, Cal., has represented the Fireman's Fund for forty-two years; that he was once held up by the picturesque bandit Joaquin Murietta; that he was once the employer of the bandit Chris Evans, but before Evans began to hold up trains.

\$3,000 Auto Truck Catches Fire

At Woodland, Cal., a \$3,000 auto truck caught fire while being primed for the day's run. Badly damaged. Fire department prevented explosion of 28-gallon gasoline tank.

Vice President Baker now believes the Pacific Mutual Life will pay for a hundred million new business this year.

The thunderer is usually a blunderer.,

SECTIONAL BRICK FIRE WALL PROBABLY SAVED \$3,000,000

A Live Wire Local Wrought Wonders

A local agent can save his insured a million dollars—sometimes.

An insurance agent at Rock Island, Ill., made that salvage for the Moline Plow Co. We wonder if the saved company presented him with a dime and pin.

A great open area tractor plant 1,200 feet long was built, according to the efficiency engineers' plans. They wanted the big area open to facilitate the movement of material back and forth in course of construction and to make a wonderful show of busy-ness. That was the big idea.

The local agent was shocked. He saw red—a red fire devouring the whole interior without an obstruction for a quarter-mile!

He went to the owners and drew a word portrait of the possible catastrophe. He was an artist at this work. He made it plain that for a fine view of their working plant they were risking a 4-million loss; and further, that sectional walls would cost not more than the premium saving in two or three years, and would restrict their loss to one-quarter of the total amount at risk of fire destruction.

This insistent local carried his point. The owners put in two fire walls, separating the plant into three sections. Large automatic doors in the walls permitted the ready passage of materials.

Fire occurred, of course, and the brick wall confined the flames to one section. There was little delay in resuming work, and the temporary loss of employment by workmen was far less than it would have been with no fire walls.

The total insurance carried was \$4,134,722; the insurance loss of \$966,955 on the burned section was quickly paid; and the public and the workmen and insured and insurers were greatly benefited by the insistency of an energetic and capable local agent.

parts of the dept. apparatus and forget to return them. It has been discovered that some citizen, perhaps weeks ago, borrowed Hose Co. No. 1's ladder, and now the unknown he is entreated to return it.

Great American Now Has \$10,000,000 Capital

The shareholders of this strong American company have completed payment of \$5,000,000, additional capital. These shareholders have now the honor of having paid in the largest amount of cash (\$11,500,000) for the protection of policyholders of any insurance company in the world.

Capital Stock of the Great Amer-

ican is now	\$10,000,000
Net Surplus over	11,000,000
Policyholders' Surplus over . .	21,000,000
Assets over	38,200,000

The Pacific Coast general agent is Geo. H. Tyson, who is one of the most successful of American fire insurance managers.

Bond of Local Agent—Refunding Commissions

General agents of insurer appointed a local agent to solicit insurance contracts. He executed a bond conditioned that he would faithfully perform the conditions of written contract signed by both parties, and the bond was signed by two sureties. One of the terms of the contract was that the local agent should refund to the general agents the commissions paid to him upon insurance contracts where the premium was paid by notes and the notes were not paid six months after maturity. The court found that the local agent and principal in the bond was due the general agents a certain sum upon the aforesaid term of the contract. Held, the sureties were liable for the same amount, where they failed to plead or prove any valid reason why they should be relieved from the terms of the bond.—153 Pac. 859.

California State Ins. Dept.

Licensed: Western American Auto. and Fire Ins. Co., just organized at Los Angeles. American Mutual Liability Company.

A press dispatch to the S. F. Chronicle says there are so few fires in Downieville, Cal., that the inhabitants frequently borrow

Automobile

"History and Organization of Automobile Insurance," by Eugene F. Hord, is published by the Insurance Society of New York, before which the lecture was delivered. It makes a pamphlet of 29 pages.

We read that in the twenty-one years of its existence automobile insurance has grown from nothing to \$150,000,000 premiums. It is now one of the foremost branches, with a great future. Cars are being made at the rate of two millions a year.

The automobile is a premium maker because it always has a load of hazards—gasoline, a storage battery, rubber air-filled tires, a steering gear which may go wrong, and all the possibilities of theft, collision, explosion, ditching, overturning, damage suits, fire, broken bones, and death.

The year 1898 saw the actual beginning of automobile insurance in Britain and the United States. In 1899 the collision form was introduced. It covered only collision with another vehicle, and not with curb, fence, house or wire pole. The premium was about \$37 for \$500, with \$25 deductible on every claim.

In the following year the passenger hazard was added, with \$7.50 extra for each two passengers, and collision included impact with any object.

Fire insurance on automobiles was first written by an American marine company, in 1902. Original rate for fire and transportation was 3 percent. Theft insurance was first written by American companies in 1905, with fire cover. It is estimated that over 125,000 cars were stolen in the past year in this country.

If you are interested, write to the Society.

In 1925

Fred—There goes a man who doesn't own an automobile.

Will—(Inspecting curiously.) He looks the part: his heels are run down and he is walking on his uppers: he is surely a tramp.

Iowa has 1 auto to every 6 inhabitants; California, 1 to every 7; Montana, 1 to 8; Wyoming and Colorado, 1 to 9; Washington and Arizona, 1 to 10; Idaho and Oregon,

1 to 11; Utah and Nevada, 1 to 13; New Mexico, 1 to 22. There are 500,000 automobiles in New York.

Your exhaust pipe gas is largely carbon monoxide, which is deadly, and, like sewer gas, is odorless and without color. There is danger in a closed garage.

There are as many automobiles in California as in all the rest of the Pacific West.

Life

The Mutual Provident Life of Australia—the largest life company in the British Dominions—wrote \$58,000,000 new business last year.

The Association of Life Insurance Presidents, at its April meeting, unanimously voted to increase its executive committee from nine to eleven elected members. The new members elected are Fred A. Howland, president of the National Life of Vermont, and Darwin P. Kingsley, president of the New York Life. There had been no increase in the executive committee since 1910, when the membership consisted of 23 companies. The association now includes 42 companies.

The Metropolitan Life of New York now ranks as the leading life insurance company of the world. It is the only Eastern life insurance company with a Pacific head office and building in San Francisco. Last year this company's men distributed over 12,000,000 pieces of literature on health, bringing the grand total up to over 200,000,000. It is believed this good work has lowered the general mortality rate.

Death rate for 1919 was lowest in history of the company. But 289,125 claims were paid, averaging one policy paid every 30 seconds of a business day. The total amount paid policyholders was \$73,581,760 or \$506 a minute every business day.

The Mutual Life still advertises that it is "the oldest insurance company." But there are twenty companies older—a half century older, some of them.

MISCELLANEOUS

California Insurance Company Made Large Gains

About \$400,000 was added to the assets of the California, and also to its premium income, last year. The net surplus gained over \$103,000; the re-insurance or unearned reserve gained \$244,394.

The assets on January 1 were \$2,272,725, surplus to policyholders was \$1,093,722. Premiums for the year amounted to \$1,462,441, with \$503,433 (34 percent) losses paid. Income was nearly \$400,000 more than expenditures.

C. J. Holman is president and Geo. W. Brooks is secretary of the California, and both gentlemen are advancing the company's business and prosperity.

The new \$50,000,000 capital-surplus company will have no "annexes" and own no "fleet."

Aeronautics

San Francisco is holding its first aeronautic show.

Air planes raced from San Francisco to Monterey and return, a distance of 240 miles. The winner was a Bristol fighting plane which made the flight in 102 minutes or at the rate of 140 miles an hour or 2.34 a minute.

If present plans do not miscarry, the Phillippine Islands will soon have an aerial mail service. The Phillippine government has entered into negotiations with the Curtiss Aeroplane and Motor Corporation, which has opened a branch office in Manila to handle all of its Far Eastern business.

Gambling Is Increasing; Likewise Embezzling

It is known that in this country gambling is now increasing, openly and secretly. The cause of this increase, if unknown, may be guessed.

One of the effects of this stimulating vice will be an increase of small and large embezzlements. Men who never before gambled are now "betting," just as men who never before smoked are now smoking.

We can see and note the increase of cigar stores, but we can not see the increase in gambling clubs and suites and private room gambling. There will be more embezzlements by employees who hazard their employers' money in the vain hope of recovering and restoring their losses.

An increasing amount of fidelity bonds should be written.

\$17,500 Damages for Partial Loss of Old Man's Remaining Eye Are Excessive

\$17,500 was excessive as damages for injury to the eye of a railroad employee, where it appeared that the employee was 67 years old and had a life expectancy of only 10 years, that he was earning \$50 a month, and had earned no more during the preceding five years, and that the injury resulted in the partial loss of the sight of one eye; the other having been destroyed previously. *Cornell v. Great Northern Railway Co.*, 187 P. 902. (Mont.)

A New York jury returned a verdict of \$40,000 for loss of a leg. The plaintiff Miss was run down by the automobile of the defendant Mr. Plaintiff's leg was broken and she swore she was otherwise permanently injured.

The California Industrial Accident Commission allowed an injured man a large weekly indemnity, after an investigation. But they never paid it because the man never called for it. Investigation brought up the fact that the man was dead when his case was under investigation, he having been killed elsewhere in another accident.

A NOISY INTERINSURER

A new entrant in California is the Wichita Great Western Underwriters, of Wichita Falls, Tex. This bawling infant is about eighteen months old.

It has \$84,723 assets including a guarantee fund of \$10,000, "not subject to check"; of these assets the premium deposits amount to \$64,510; but from the big four-column advertisements in the daily papers one would imagine that its age is 50 and its assets 50 million.

It reminds us of Lincoln's story of the little Sangamon river steamboat which had so big a whistle that whenever the captain blew it the boat stopped until more steam could be made. But it made an awful noise.

It is possible there are San Francisco property-owners who will be deeply impressed and accept this kind of indemnity, which is very poor indeed, the funds being nominal, and each policyholder's liability being limited to only one additional assessment.

In 1919 this Texas reciprocal received \$118,993 premium deposits, of which sum half is treated as unearned. It paid \$11,024 losses and \$4,924 dividends to policyholders, or 4.4 percent.

A few losses in quick succession would prick this bubble and leave some unpaid claims.

A dishonest argument is made by referring to the number of brick-building fires, quoting the Fire Patrol figures, as being only one-eleventh of the total for San Francisco. Nothing is said of the fact that there are about eleven times as many wooden buildings as there are those of brick or concrete construction.

The Wichita artists intimate that the owners and tenants of brick buildings are paying too high insurance rates and are therefore paying for excess losses among the frames; whereas, the facts are just the contrary.

This tooter can furnish noise but not indemnity.

Rates to be Reduced

Oregon City, Or., "is promised an average reduction of 15 percent" as soon as it has a paid fire department and approved fire apparatus.

Mine Fire

A year ago a fire started in the Argonaut mine near Jackson, Amador county, Cal., but was bulkheaded and work resumed. The fire extended to the Kennedy mine. Now daily 6,400,000 gallons of water is being pumped into the Argonaut to extinguish the Kennedy fire. Water in the Argonaut is above the 4,200-ft. level.

Marine Business Reinsured.—Best's issues a bulletin that the marine business of the National F. & M. of New Jersey has been reinsured in the Globe & Rutgers.

Half of the fire business will probably be reinsured also, as the result of a recent examination of the company by the New Jersey insurance department. The marine business appears to have put the National F. and M. in a hole.

The National F. & M. of Elizabeth collected net \$382,333 marine and inland premiums in 1919 and paid \$458,514 marine and inland losses.

The Coast marine department of the London Assurance has been placed with Manager A. W. Thornton. Messrs. Newhall & Co. continue to represent the marine department.

The Railroad Ins. Assn. is very busy now, covering railroad property. Twelve companies comprise the association. The government had no insurance on the property when it turned the roads back to the owners.

The giant life companies are paying 75 and 85 percent of first year's premium as commission. This is as bad as before the great scandal.

Are shinplasters due?

IS CONCRETE SHIP BUILDING DOOMED?

The first large concrete ship was launched on the San Francisco bay soon after U. S. engaged in the great war. It was called Faith because the builder had plenty of faith. This ship is in trade on the Atlantic. The shipping board ordered forty-two concrete ships for the emergency fleet but reduced the order to twelve when the armistice was signed. One has since run ashore, three are engaged in trade, and eight are building as fast as strikes permit.

This progress is not encouraging to the people who hoped so much. Reinforced concrete ships have proved their staunchness in heavy weather and never have leaked. But severe blows on the shell shatter the concrete around the place of impact, whereas a steel shell suffers only indentation. Concrete barges easily suffer damages in this respect.

"Longevity" will be known a few years from now. It requires seven months to construct a reinforced concrete hull, and four months to equip and finish. The cost is about the same as for a steel ship of the same displacement. The future of the "stone ship" is still uncertain.

Marine.—At Galveston, Tex., the Centro de Navieros de Spain has opened a United States branch.

Marine.—The Atlantic Mutual, Washington Marine and United British have joined in a San Francisco agency in charge of C. H. Williamson.

Marine Ruling —Where a dredge which it was sought to tow from one point to another sank during the night, held, that the sinking was a result of the perils of the sea, and would be included in a marine policy.—John L. Roper Lumber Co. v. Portsmouth Fisheries Co., 260 F. 1008.

At the F. U. A. P. annual meeting, Mgr. Battles of the Fire Prevention Bureau stated that at Los Angeles, where the great film industry has its Coast headquarters, it is not uncommon to have from \$2,000,000 to \$5,000,000 insurance on the film contents of

a single vault. The value of a single complete picture sometimes runs as high as a quarter million dollars or more.

Imagine Fire Will Occur

Whoever occupies any building should, occasionally, imagine that a fire will occur on his or adjoining premises and then consider the things which ordinary prudence require him to do.

If the fire breaks out in his building he will certainly suffer damages, and he may be damaged if the fire starts on his neighbor's premises.

The first question is, Am I properly and sufficiently insured?

Second, Do I know the place of the nearest fire alarm box?

In the event of fire breaking out, can I readily place my account books and papers in a safe place?

Can I do anything, and what, to put out the fire?

What should I attempt to save first?

Are all the means of escape in good order?

The New York insurance superintendent has a sharp stick for non-board companies which fail to file their rating schedules. There are complaints of different rates for the same hazards.

The Seattle fire department is appealing to the citizens to clean up all rubbish, which may cause another big fire some day or night.

Colorado Insurance Department

Commissioner C. W. Fairchild has issued a preliminary report.

Fire premium, \$5,841,252; average rate, 1.12; losses incurred ratio 33.4. Lloyds and Mutuals' figures are included in the total.

Overheard

"What now do you think of Johnson's chances?"

"Not a chance! They will never let him cross the border."

FIRE

1.45 Premium Rate

California's average premium rate in 1919 was 1.45.

34

The California loss ratio for 1919 was about 34 percent.

Fire Association Office Will Move to Exposition Building

The new purchaser of the Sansome street building (236-242) has notified Manager Frank Avery that the Fire Association's lease will not be renewed.

The Fire Association, Philadelphia Underwriters and Victory will therefore on June 1 move to the northwest corner of Pine and Battery streets, into handsome, sunny and commodious offices.

The Norwich Union, purchaser of the Sansome street building, will add 242 to its present quarters.

W. A. Frazier Promoted

After being special agent for the Goodwin general agency for thirteen years, W. A. Frazier has received a well deserved promotion. He has been appointed superintendent of agencies for the general agency, now representing five companies, and has moved from Spokane to San Francisco, where he will have his office with the general office.

Personal

United States Manager Whitney Palache of the Commercial Union and the Palatine is visiting San Francisco.

Frank Edmonds, manager for the Commercial Union at Denver, is making a pleasure tour of California.

R. Gallegos, who has been quite successful as an independent adjuster, has been offered and has accepted a position with the Hartford Fire office. He will assume his new duties today.

Field Men

G. L. Goodell is not now with the London & Lancashire field staff at Portland.

General Agent Wayman has appointed Oscar Unmack as special agent for southern California and Arizona, with headquarters at the agency office at 211 A Citizen's Bank bldg., Los Angeles. Agency Supt. Harris will return to San Francisco soon. Mr. Unmack is a very capable special who has been with the North British at Helena.

Wm. P. Lithbridge, local agent at Ogden, Utah, for B. Goodwin's and other companies since May 2, 1916, has been appointed special agent for the Goodwin office for eastern Washington, western Montana and the panhandle of Idaho, with headquarters at Spokane. He succeeds W. A. Frazier, who has been promoted to the position of superintendent of agencies at the San Francisco office.

Goodwin Gets the London & Scottish

United States Manager Horatio N. Kelsey, who recently visited San Francisco and other Coast cities, appointed B. Goodwin general agent of the London & Scottish Assurance Corporation for this Coast—ten states and territories.

This old British company has already entered Oregon and Washington and is now entering California and other states in this field. The United States department has \$1,320,176.71 assets and \$924,860.97 surplus to policyholders. The home office assets exceed \$25,000,000. There were twenty-five applications for the Coast general agency.

The Royal Insurance building, San Francisco, is now equipped with patent elevator cogs, which prevent the starting of the cage while the doors are open.

Fire companies in U. S. A. are now paying 30 million insurance taxes and fees, or three times as much as in 1914.

The smaller the mind the bigger the grouch.

Vulcan Fire Insurance Company

Gains in assets, surplus and premiums of the Vulcan Fire of California continue in handsome degree. Last year the premiums gained nearly \$200,000 or about 30 percent. Assets are now \$1,526,723, a gain of \$167,490. Net surplus is \$420,574, a gain of \$39,057, or more than 10 percent. Surplus as regards policyholders is nearing the million post. So also is the income, which in 1919 was \$142,044 more than the outgo. Stockholders' dividends were paid out of the interest earnings.

J. F. Carlston, banker, is president of the Vulcan; Arnold Hodgkinson is secretary; H. B. Keith, of long experience, is underwriting manager.

Los Angeles reports for March nearly 100 percent increase in bank clearings.

Unusual Accidents

A Yreka, Cal., woman who was visiting in Oregon, posed for a photograph on the Columbia highway, and stood on the edge of a cliff. Seized with vertigo she fell headlong fifty feet down the cliff face and was killed.

A Santa Ana, Cal., mother lifted her soapy baby out of the bathtub. The infant slipped through her hands and fell head down on the hard floor and died within a few minutes.

An aviator landed in a field and bumped into some object as he passed near the surface. Returning, he found dead a little boy in the grass who had been playing there.

All California cities with a million monthly bank clearings report large

gains over March, 1919. Also, large gains in building permits.

Saving Habit Diminishes Idleness

In one department of a great shipyard at Camden, N. J., the habit of saving and investment in Government savings securities has meant the difference between a complete labor turn over every two weeks and a stable, steady force without change.

In the lumber shop the labor turn over was almost one hundred percent every two weeks. The war savings secretary for that department, which by the way was made up entirely of negroes, paid little or no attention to them. His girl friend happened to be secretary for another department showing very good results. To compete with her he urged all the colored men in his shop to become savers. For a period of months there has been almost no change in the working force of his shop as a result of his efforts.

In the veins of every man runs the blood of slave, serf, peasant and king,

"Suffered fracture of right arm while cranking his Ford" is the way too many news items read. Carelessness is usually responsible for these flybacks. They occur too when starting gasoline pumping engines. Sometimes an insurer pays the doctor's bill.

The Franklin Fire has \$5,300,191 assets, a gain of over \$1,500,000. Surplus to policyholders is \$2,298,020, a gain of nearly \$1,116,000.

The Employers Liability Assurance Corporation received \$1,258,856 premiums for auto damage contracts, in 1919.

FIRES

San Francisco.—Fire at the north end of the annex of the Ferry building at foot of Market st., starting in the Monticello S. S. Co. pier. High wind menaced the state's Ferry bldg. Concessionaires got ready to move out. Three tugs put the fire out. City boat protection recently withdrawn.

ARSON

Hilgard, Or.—The deputy state fire marshal has caused the arrest of H. A. Endrup, owner of a hotel, on a charge of arson. Endrup confessed that he set fire to the hotel. The loss (recent) was over \$2,000, covered by insurance.

HOTEL

Seattle.—Hotel Lincoln burned; a seven-story br and fr bldg, with basement and sub-basement, where the fire started. Fire spread with fearful rapidity. A father and daughter leaped to death from fifth story.

The Seattle firemen always regarded the Lincoln Hotel, with its wooden interior as a fire trap. The new owners had improved it, putting in a sprinkler system on the ground floor, and changing partitions to something more substantial.

The Lincoln cost about \$250,000 when built. The loss was \$150,000, with \$140,000 insurance. Furniture loss is said to be \$80,000, with \$20,000 insurance. The fire lasted sixteen hours. There were four fatalities.

HOTEL

At 2133 Mission, S. F., Hotel Albert and hardware store damaged \$2,500. Abe Ruef owns building; A. Harsch owns store in which the fire originated.

HOTEL

Oakland, Cal.—Fire started in basement of Hotel Touraine, 16th and Clay streets. Guests fled in scanty attire. Damage small.

Damage about \$8,000. Dense smoke. Firemen wore gas masks.

APARTMENT HOUSE

San Francisco.—Filbert aptmts, 1367 Filbert st., damaged by fire starting from overheated furnace.

AUTOMOBILE REPAIR SHOP

San Francisco.—At 703 Valencia st. (Mission district) the auto repair and accessories shop of H. H. Standish was damaged \$4,000 worth by fire at 2 p. m. Sunday, April 11. Adjacent printery, barbery and lodgery damaged also. Cheap wooden structures of two stories.

CANNERY AND BOATS

The Inverness Fish Co. plant at Prince Rupert, B. C., was burned April 11. Also salmon of last season, nets and over sixty small fishing boats.

COTTON MILL

Oakland, Cal.—Fire started in the picking room of the California Cotton Mills. Fought by girls, who had later to turn in alarm. Firemen confined blaze to two buildings.

OIL STOVE

Clarkston, Id.—Cottage home burned by fire started by oil stove. The owner (Mrs. F. H. Delaney) was burned to death.

FURNACE EXPLODED

Oakland, Cal.—Furnace in basement of schoolhouse at 27th av. and east 27th st. exploded. Fire department put out fire after considerable damage. Explosion of gas in fire box possible cause.

Anderson, Cal.—Anderson Lumber Co. lost by fire 4,500 ft. of lumber and a lumber shed. Insured.

DOCTOR'S OFFICE

At Elk Grove, Cal., Mar. 30, fire destroyed the office and residence of Dr. F. J. Wildanger. How do you pronounce it?

CALIFORNIA MARINE FIGURES

	Premis. 1918	Premis. 1919	Losses Paid	Losses Incur'd
Ætna	\$ 565,167	\$ 393,576	\$ 220,071	\$ 275,383
Agricultural	141,102	124,848	23,506	. . .
Alliance Assurance	28,373	19,879	569	569
Alliance Insurance	79,640	64,615	32,469	29,367
American Eq. Assurance . . . . .	. . .	26,068	. . .	. . .
American & Foreign	174,348	34,064	14,721	14,721
American Eagle	36,441	15,207	46,987	46,987
Atlantic Mutual	36,438	5,020	1,495	1,755
Automobile	520,160	332,571	206,421	206,421
Bankers & Shippers . . . . .	. . .	1,979	. . .	266
Boston	167,741	138,832	78,349	86,109
British & Foreign	252,003	231,039	72,177	93,120
Camden	3,158	17,122	2,339	9,191
Canton	174,332	180,008	84,457	. . .
Commercial Union Assur.	56,348	79,347	5,283	7,422
Continental	119,234	34,822	109,311	109,311
Concordia	3,498	5,790	4,307	200
Federal	117,197	119,731	57,206	. . .
Fire Association	18,281	1,276	4,819	4,819
Fireman's Fund	878,446	1,466,524	519,968	558,150
Firemen's	173	12,351	72	843
Fonciere	77,688	72,797	33,438	26,617
Glen Falls	60,301	65,104	25,464	29,233
Globe & Rutgers	215,494	188,137	70,787	60,927
Great American	181,292	184,505	69,889	71,600
Guardian Fire . . . . .	. . .	91	. . .	. . .
Hanover	6,678	5,463	. . .	. . .
Hartford	200,355	89,288	28,369	. . .
Home	121,525	143,461	74,300	. . .
Home Fire & Marine	71,325	103,206	38,632	46,077
Importers & Exporters . . . . .	. . .	32,296	6,129	8,665
Indemnity Mutual	2,472	4,180	92	. . .
Insurance Co. N. America	285,699	191,982	98,085	82,518
Liverpool & London & Globe	32,627	15,370	13,560	20,260
London Assurance	43,151	41,365	12,809	12,809
Manufacturers . . . . .	. . .	2,085	. . .	. . .
Marine	16,703	41,003	25,545	. . .
Maritime	70,131	48,824	36,536	6,893
Massachusetts	56,581	14,770	14,425	7,815
Merchants Fire Assurance . . . . .	. . .	160	36	36
National Union . . . . .	. . .	32,481	471	471
Newark Fire	36,246	42,984	3,498	8,277
New Hampshire . . . . .	. . .	11,181	1,908	2,173
New Zealand	23,858	37,207	10,725	12,149

California Marine Figures—Continued

	Premis. 1918	Premis. 1919	Losses Paid	Losses Incur'd
Niagara		32,925	716	2,289
Norske Lloyd	25,961	79,015	18,904	44,284
North America		87,373	40,729	21,359
North River	23,289	1,908	. . .	. . .
Norwich Union	228	6,330	. . .	. . .
Ocean Marine	45,594	37,938	11,615	. . .
Old Colony		10,601	4,325	8,008
Phoenix Assurance	110,047	47,296	11,849	26,401
Phoenix Insurance	327,171	261,701	94,965	. . .
Prov. Wash.	120,052	117,273	50,931	50,931
Queen	61,041	29,753	8,821	9,002
Queensland	30,982	78,523	12,779	16,062
Reliance Marine	722	1,767	. . .	. . .
Royal Exchange		12,888	. . .	. . .
Royal	141,560	43,611	13,345	10,865
Sea	36,679	69,261	15,507	. . .
Security	4,687	18,290	7,401	7,401
Skandia	41,913	123,083	43,483	47,907
St. Paul F. & M.	233,054	335,515	171,486	134,857
Standard Marine	276,001	241,857	136,949	142,555
Stnyvesant	714	2,020	299	209
Switz. General	192,608	196,480	108,056	93,610
Thames & Mersey	111,699	86,913	58,410	63,500
Tokio	84,165	21,294	16,819	. . .
Union Marine	48,606	72,024	11,296	. . .
Union Insurance Society	160,771	318,797	99,676	82,561
United States Lloyds	156,999	54,232	44,602	16,255
Vulcan Fire	34,015	50,740	17,634	17,938
Western Assurance	212,114	145,307	60,320	46,338
Westchester Fire		34,521	14,413	15,565
Yang Tsze	144,381	140,953	62,117	48,178

A story is told of an Insurance Man who started poor twenty years ago and has retired with the comfortable fortune of fifty thousand dollars. This fortune was acquired through Industry, Economy, Conscientious Efforts to give full value, Indomitable Perseverance, and the death of an uncle who left the Insurance Man \$49,999.50.—California Knapsack.

The manager of a hotel at Eugene discovered during the recent cold snap that a placard reading: "To be used only in case of Fire" had been removed by a guest from its place over the fire extinguisher, and was nailed up over the coal bin.—California Knapsack.

SHIPPING WATER BECAUSE OF SCARCITY

As we all hereabouts know, there is a great water and snow shortage in California. For several years the rainfall and snowfall have not been normal. In 1918 there was a heavy rainfall, "bunched," not in good season, and much of it ran into the sea. The "water table" for several years has been falling.

This year all north of Tehachapi has only about half normal or average, but fortunately it is timely for the crops, though insufficient for mining, and for electric power and lighting.

Along the south shore of San Francisco bay towns are arranging for shipping water by barges all summer and fall, from Marin county. Where possible, other towns will lay pipes beneath the bay to that county. In many places in Contra Costa county springs and streams never before dry are now dry or will certainly be so by July 1.

This county is not an exception to other counties between the two mountain ranges. May rains will not alter present dry conditions.

There is also a rainfall deficiency in large areas in all the states of the Pacific West. Fire underwriters have reason to feel concerned over the water supplies and fire possibilities in this field in 1920.

Have You a Line

Littell, Or., has a new shingle mill, with a 30,000 daily capacity.

A 15-story Class A building is to go up at s. w. cor. Bush and Montgomery, S. F.

A new auto home is to go up corner of Van Ness and O'Farrell, S. F. The building will be 120 x 200 ft.

Enterprise, Or., has a new lumber mill, with 200,000 feet daily capacity.

Twin Falls, Id., is to have at once a new \$300,000 hotel.

Turlock is to have a \$100,000 Masonic Temple.

Calistoga, Cal., is to have a new \$66,000 high school building.

Gridley, Cal., will build a new high school costing \$175,000.

Lodi, Cal., is to have a grape drying plant. Wine grapes will bring \$40 a ton.

San Francisco Fires

Chief Thomas R. Murphy of the San Francisco Fire Department says that in 1906 there were 861 fire alarms. That was a year of temporary wooden buildings—some of them still on Van Ness avenue—and high insurance rates and much uninsurance. People were careful then.

Last year there were 3,590 alarms in San Francisco, or four times as many as in 1906.

The average fire loss per year is \$1,118,517. The total fire loss since 1906 is over \$14,500,000. The cost of fire fighting in the same time was \$20,344,087.

It formerly was: Let us take a drive. Now it is, Let us have a drive. And we all are driven to death.

A high wind loosened the moorings of a granite column of a bank building in Des Moines and toppled it into the street. A car filled with passengers was barely missed.

REAL ESTATE

Third persons, occupying or entering leased premises in the right of the lessee as members of his family, guests, or callers, acquire no greater rights than lessee, as against the lessor, with respect to injuries sustained from lessor's failure to make repairs for which, under the lease or the law, he may be bound.—83 So. 73.

A person injured may maintain an action against both a lessee of property for the negligent use and against the lessor for the negligent construction of a fire escape forming a part of the building.—185 P. 1000.

STORING AUTOS

Tenant did not breach agreement not to occupy or use premises for any business deemed extrahazardous on account of fire by storing gasoline automobiles on premises, though such use of premises resulted in increase of insurance rate, where increased rate was less than rate at time lease was made.

WATERPROOFING

Tenant, who had agreed to make "repairs" and to comply with requirements of state and city governments and departments thereof applicable to premises, was not required to waterproof pit at bottom of elevator shaft, to prevent water from seeping into pit and rusting cables, where pit had never been waterproofed before, and where tenant had not been ordered to waterproof it by a city department or the Board of Fire Underwriters; such waterproofing not constituting a repair.—*American Transfer Co. v. Theodore Ficke, Inc.*, 179 N. Y. S. 233.

LESSOR AND LESSEE—NUISANCE

An instrument granting to one an estate for years in premises, and entitling him to possession as against the owner during the term, the owner having no right to enter except to inspect work to be done on the land, consisting in removing stone and lowering the surface of the land, was a lease, and the relation established was that of lessor and lessee.

If the intended use of premises by lessee would of necessity create a nuisance, the

owner must be held to have authorized the nuisance, and to be answerable for consequent damages; for no one may either use, or agree that some one else may use, his property so as to harm others.—*Baker v. Gates*, 216 S. W. 775.

Use and Occupancy Insurance or Business Interruption Indemnity**Example**

A manufacturing concern had a gross income of \$100,000, or after deducting all expenses a net profit of \$40,000 per annum. A fire occurred and the factory was totally destroyed. It took one year to rebuild the factory and get back to normal production. The concern stood to lose not only the annual net profit of \$40,000, but also expenses such as taxes and the salaries of officers, superintendents and other employees whose services it was necessary to retain in order that the business could be continued successfully when the factory was rebuilt. This expense amounted to \$20,000, so that the total loss sustained was \$60,000. If a use and occupancy policy had been in force on a basis of \$200 per day for three hundred days, the assured would have been fully indemnified by the insurance company.

The foregoing is from a circular by James J. Hoey of the Continental.

The Hartford Fire has a whole page in the *Saturday Evening Post*, with a red torch branded "Carelessness" on the handle. "Every minute of every day the torch of carelessness brings destruction to somebody's property." True, true, fortunately for all successful fire insurance companies. Now if I had written the "ad" a line like this would have been displayed: "The Hartford Fire has the Largest Premium Income."

The San Francisco editor of Insurance Field and the secretary of the Casualty, Plate Glass and Burglary Insurance Associations of California, G. C. Macdonald, has resigned the secretaryship to become manager of the Union Indemnity Exchange of California, an automobile interinsurer.

PREPARATION AND FILING OF ANNUAL STATEMENTS

From an Address Delivered Before the Associate Members of the Fire Underwriters' Association of the Pacific, March 15th, 1920, by Mr. Thomas F. Ryan of the Fireman's Fund Insurance Company

At inception all new lines of endeavor suffer from lack of experience. Insurance was no exception—on the contrary—the very nature of insurance invited the promoter and speculator—new companies sprang up like mushrooms, business was written at rates according to demand or competition. It was no uncommon thing to find companies insolvent under present-day regulations paying dividends of from 25 to 30 per cent. A conflagration, or a few dry years, would see the country strewn with the wreckage of these speculative companies. This, of necessity, forced public interest to safeguard the business.

With a view to protecting policy holders, legislative bodies in every state made laws to regulate the business, and created what is known as the State Insurance Department, the head of which is designated the Insurance Commissioner, and possesses arbitrary power in many matters of insurance regulation. It is a law in every state that every insurance company enjoying the privilege of doing business therein must file an Annual Statement, showing its condition as of December 31st.

In the early days, too often, the office of Insurance Commissioner was filled by men whose chief qualifications were that of "good vote-getters," who, upon entry into office, had many obligations to fill. These obligations were often paid out, in the way of handing to friends the very lucrative concession of examining insurance companies.

Practically every state had a different form for making these Annual Statements, which drove officers and accountants to distraction, for it was almost beyond human effort to interpret the many demands of the different commissioners, whose idea of what a statement should be was judged according to his more or less (many times less) enlightenment as to accounting. This condition of affairs gave good excuse for a department to call upon a company and demand an examination. A supposed expert accountant would call at your office, show his credentials demand your books, and at a cost of from \$25 to \$50 per day for himself, and additional fees for a corps of assistants at a per diem, would proceed with the examination. If the climate was good, it would take a long time to complete the job. However, as time went on, some states developed men of integrity and fairness, who made a thorough study of the insurance business in its relations with the state. Fortunately, these men were retained in office long enough to make their influence felt. They succeeded in bringing about a convention of Insurance Commissioners, which body now holds annual meetings, gives the companies' representatives a hearing, and appoints committees to consider debatable questions. One of

the good things brought about by these meetings is what is now known as the convention form of annual statement, which has been adopted by all states—a few making slight changes to suit their supposed requirements.

I know of no other business that furnishes the public with such a complete, itemized and detailed account of its business as does the insurance companies. It reflects greatly to the credit either of the management or the methods of conducting the business that this could be possible. No other business could stand such an exhibit of its intimate affairs without inviting killing competition.

* * * *

We now come to the very interesting exhibit of money paid out by the company. Naturally, the first and largest item called for is that of losses paid. This item is the fundamental or basis of the insurance business. If there were no losses, there would be no need of insurance companies. Underwriters are pleased to call the business a "profession," some others "a gamble," or just a matter of luck. My first experience was with a supposed underwriter, who, every morning carefully examined all the news reports as to fires, and when he found a big loss in which the company was not interested (which was seldom), he would immediately race into the president's office and report the risk "he" refused to write but a few months before. Needless to say, one day the front doors were closed and the final eulogy was 5 cents on the dollar.

Whether you consider fire insurance a profession or a gamble, one thing is certain, the expert cost accountant, men of analytical minds have been on the "job" and are demonstrating the burning ratio to which they have added cost and an allowance for profit, absolutely taking all questions of luck out of the business for such companies as are intelligently managed, write at Board rates, and operate over a field wide enough to allow for the laws of average.

This must be no narrow field. For instance, the Premium Income of the Stock Companies in the State of California for the years 1889--1918 inclusive was \$ 329,000,000, out of which were paid losses of \$272,000,000 or 82.6 per cent loss ratio. Say expenses averaged 37.4 per cent, the Stock Insurance Companies lost to the State of California in these 30 years, \$65,800,000.

Mutuals that operate in a limited territory and inter-insurers, insuring a particular class, are surely gambling with chance and sooner or later those patronizing these classes of insurers, will pay a heavy penalty for their present penny-wise policy.

If any of you young men are figuring on buying insurance stocks, I would advise getting into a company big enough and strong enough to stand an occasional wollop.

I predict that within a few years the National Board of Fire Underwriters, if properly supported by all companies, will

demonstrate the burning ratio on which rates are based in as perfect a manner as the life insurance companies today produce their mortality tables. You understand burning ratio is not losses to premiums, but fire losses to value of property insured.

The expenses of conducting the fire insurance business average from 35 to 40 per cent of the premium income; of this at least 19 per cent is paid to agents or sellers of the indemnity, in the way of commissions—in these days, none too large, when considering office rent, clerk hire, conveyances and other requirements needed to the proper inspection of risk, writing and delivering of policies, collecting of premiums and keeping one's self informed as to the business.

One of the heaviest items of expense, averaging from 3 to 5 per cent, is that of taxes. Insurance companies hold an unique place in the world of business when it comes to the question of taxes. Where can you find another business that is taxed on its total income, that is, on its premium income? On every dollar of premium received by an insurance company a tax is paid to one state or another. There have been years in the history of the business when the companies had a loss ratio from 100 to 1000 per cent on the premiums received, and yet were called upon to pay the state a tax of from 2 to 4 per cent.

In recent years there have been added to this already heavy tax cost Federal premium taxes and Federal income and excess profit taxes. On top of this, insurance companies have to pay a fee for papers filed with the department, a fee for filing the required Annual Statement, annually a fee for its permission to do business in the state, annually fees to license each agent representing the company. In fact, the State Insurance Department collect in fees alone an amount sometimes more than three times that required to support the department. The 1919 publication of the Insurance Department, State of California, shows fees collected in 1918 of \$99,225.36 and paid for the maintenance of the department, including salaries of Commissioner, deputies, office force and all other expenses, \$43,298.79, leaving a profit to the State from this source alone of \$55,926.57. This is a report of but one State drawing an income from the company on top of the heavy premium taxes already noted.

* * * *

Another interesting item of expense is that of underwriters' boards and tariff associations, which cost the companies a trifle over 2 per cent. This is a subject in itself, after years of Anti-Trust Legislation and Anti-Compact Laws, the State has come to realize that insurance is neither trade nor commerce, but the absolute protection of both. In some states it is now a law that you must be a member of a rating bureau; it is held by some Commissioners that the company which writes at inadequate rates in one State does an injustice to the insurer in

every other State, for the profit that should go to increase surplus is used to make up the loss where inadequate rates are charged. I have now eliminated at least 26 per cent of the cost, which leaves from 9 to 14 per cent for cost of management, that is, for salaries and Field Supervisions, Rent, Furniture and Fixtures, Maps, Printing, Stationery, Telephone and Telegraph. This is a very moderate cost, and compares favorably with cost of management in any other class of business. You will recall I did not mention labor as one of the elements necessary to insurance, for every young man and every young woman engaged in the business is a part of the management; every one, no matter how humble his or her position, can play a part in the success of the enterprise. You can cut waste of time, and material, save in printing and stationery, reduce unnecessary telegrams and telephones, and with care extend the life of maps, furniture and machines, all of this, with a view to keeping your salary where it rightly belongs. The salary cost of an insurance company for Officer, Clerk and Special Agent averages 5 to 7½ per cent; with small companies the percentage is of necessity larger. The young man who apprentices himself to an Insurance Company at a small salary, works hard, and after ten or fifteen years of effort, study and energetic perseverance, acquires a pretty thorough knowledge of this comprehensive and technical business, is entitled to a compensation worthy of his efforts. It is up to you to guard and protect your own interests; right now a certain state is calling for a schedule showing the salary of every official or employe who receives a compensation of \$5000 or over. Legislators who know all about everybody's business, and, therefore, have none of their own, whose earning capacity at best never averages \$2000 a year, can't conceive of a \$5000 man. As you all hope to be Managers, keep posted on legislative matters; do so by giving closer attention to your membership in the Insurance Federation.

Another interesting item of expenditure is that of dividend paid stockholders. You often hear of the big dividends paid by Insurance Companies. Well managed companies do pay big dividends, but only after years of carefully invested funds, and then but rarely is a cent of dividend taken out of underwriting profits. For instance, if you examine the statement I have here tonight, you will find the Company paid a dividend of \$345,000, while its income from interest and rents was \$701,000; the difference, a large item, went to increase surplus. The dividend was at the rate of 23 per cent on the capital, \$1,500,000. This impresses the average hearer as a very heavy return on the investment; as a matter of fact, the dividend was at the rate of only a little over 5 per cent on the capital and accumulated surplus of many years. The stock sells on the market to return the investor about 6 per cent. Do you know how to figure the book value of a stock? Add to your capital the surplus and divide by the number of shares: \$1,500,000 capital and \$5,299,000

surplus would give a book value of 453 plus a share. This is a net value to which should be added in a going concern a value for good will, generally figured on a proportion of unearned premiums. Having found the total of your disbursements, you now arrive at a balance that should represent your book assets. For, if a man has \$500 at the first of the year, gathers in \$3500 during the year, spends \$3000, he would have left \$1000, which should be accounted for in the way of assets of some kind or other. Therefore, you turn to page 4 of Annual Statement which calls for your assets. If the total of these assets agree with balance on page 3, the accountant closes his desk and leaves for the night with a light heart, satisfied that a hard day's work has accomplished a worthy end.

This is not all the Insurance Commissioner desires; he requires a great deal more information as regards yourself and your business. He believes you are entitled to all that is coming to you in the way of assets. Therefore, he reaches out and gathers in what are known as Non-Ledger Assets, which is the amount of interest on your investments, i. e., due but not yet collected, and not yet due but accrued to December 31st. This, in a big concern, makes quite an item.

Being so generous in allowing you Non-Ledger Assets, he then proceeds to tell you what you are not entitled to, and one of the first and generally a large item, which hurts the feelings of the Head Office to see taken out of their hard-earned assets, is that of agents' balances over ninety days' old—and, take it from me, aside from careless reporting, nothing hurts the standing of a branch office more than to create the impression that you are careless and indifferent about collections. Remember, money collected earns interest.

Another item deducted from assets is the Book Value of Ledger Assets over Market Value. Do you know that every bond and every stock owned by Insurance Companies is valued each year as of December 31st by the New York Insurance Department (acting for a Committee of Insurance Commissioners), which value you must use or you will be called to account, your statement changed and published as corrected.

After making these deductions, you find your total admitted assets, which is the figure advertised by all Insurance Companies.

Now that we have found what we have in the way of assets, let us proceed to page 5, where is shown Liabilities—that is, what you would be called upon to pay out if the Company were to cease business.

With some men, it is quite a habit to "kid themselves along"; so long as they have a few dollars in the way of assets they feel quite independent and immediately proceed to forget what they owe. Not so when an Insurance Commissioner is going to call upon you to account for your unpaid losses and other liabilities.

The very first item of liability is that of unpaid losses. This

item of course is based upon estimated reports, but the trained adjuster becomes so expert in arriving at what he considers the amount of loss that this figure is generally very correct; in fact, I have heard of a big insurance company which made a very thorough investigation as to their estimates of this item and never at any time found it differed more than 7 per cent from the actual loss afterwards paid.

Probably the most interesting item of an insurance statement and one not very well known is what is generally called Reinsurance Reserve. This is an incorrect title and should be properly known as reserve for unearned premiums. One of the best illustrations of this item was given by President Levison of the Fireman's Fund Insurance Company, when asked by a merchant stockholder "What is this unearned premium or reinsurance reserve?" to which he promptly replied, "To you, Mr. Merchant, probably the best explanation would be to say, it is the unsold goods on your shelf." While this conveys a good idea to the lay mind, as a matter of fact, it is the reserve of "goods on the shelf." An Insurance Company sells indemnity or protection against loss for 365 days; it has received payments in advance; at the end of 100 days it has earned just a certain amount of premium; the other 265 days are still to be earned, and this is what the company sets aside as a liability each year in its annual statement—in fact, it is an amount on hand sufficient to pay a return premium on every policy if such a demand should be made. A basis of figuring has been arrived at, based on equations, which gives a very close figure as to what the actual result should be if you were to figure each and every policy. For instance, if a Company were to write \$10,000 per month, expiring in one year, on the last month you would have earned at least eleven-twelfths of the first month's premium and one-twelfth of the last month's premium. This would necessarily average 50 per cent, which is the percentage set for unearned premium reserve for the one year's business on your books. The three-year business is based on equations of one-sixth, one-half and five-sixths of the third and second and first year of the life of the policy. The five-year business on equations of one-tenth, three-tenths, five-tenths, seven-tenths and nine-tenths. If you try these equations on \$100,000 a year, you will find the unearned premium to be \$250,000, or 50 per cent of the whole period of \$500,000, again averaging 50 per cent. If you were to write the same amount of premiums with same class of term each year—after being five years in business—your reinsurance reserve would remain identical each year. But, as the Company increases its business, this reserve or unearned premium increases with great rapidity, many times forcing companies into insolvency. We occasionally hear of Mr. Banker or Mr. Merchant starting an insurance company of his own with the avowed intention of showing up the old-timers in the business. It is an easy matter for a moneyed man to start an insurance company. The law merely requires

\$200,000 capital and \$100,000 surplus. If Mr. Merchant's friends are particularly good to him, and give him in the first year say \$300,000 in first-class three-year business, everything seems prosperous until Mr. Merchant proceeds to make his annual statement. He soon finds he has received a very handsome income of \$300,000 in premiums, for which in all likelihood he would have to pay in first year's expenses at least 40 per cent, or \$120,000. Say he was fortunate enough to escape with a 30 per cent loss ratio, this would mean \$90,000, which would have a net business profit of \$90,000. Now, Mr. Merchant's accountant presents him with the fact that his unearned premium liability is five-sixths of \$300,000, or \$250,000. Mr. Merchant for the first time realizes that his company is insolvent, for the \$90,000 business profit, plus original \$100,000 surplus, has been wiped out by unearned premiums, and his capital impaired to the tune of \$60,000. His company is immediately declared insolvent and he finds the insurance business has many obvious and devious ways of absorbing funds. This, of course, is an exaggerated example, but every few years we see young companies forced out of business because of this liability of unearned premiums.

In a big, growing concern this item of unearned premium is a guide to the value of the business. Often companies are offered as high as 70 per cent to sell out their business. Therefore, this item should be considered in figuring the intrinsic value of the stock of a going company.

Insurance companies also set aside as a liability an amount equivalent to what taxes they will pay during the coming year, as these taxes are payable and must be paid for business written during the year just closed.

After deducting all your liabilities from admitted assets, you have surplus as regards policy holders. The net surplus is this figure, less capital. I have often been asked, "Where does a company keep the surplus?" Some imagine it is kept in one of the drawers. Surplus and all liabilities are represented by invested assets, as an insurance company endeavors to keep all its funds working, that is, drawing interest.

Page 6 of an Annual Statement is a recapitulation of premiums in force upon which are based the calculations that bring about the unearned premium liability.

Page 7 consists of thirty general interrogatories as to your business and business methods, with the draft questionnaires and the income tax, the general public now have some idea of official inquisitiveness.

Pages 8 and 9 are a Trial Balance of what has already been shown; used in conjunction with the previous year's statement, brings out earned premiums, losses incurred, underwriting expenses and actual profit or loss made on the writing of insurance. With investment exhibit, showing your gain from securities, the net of both sources makes your actual loss or gain to surplus.

**Most Notable Progress Ever Made—
Fireman's Fund Now Has \$22,500,-
000 Assets**

About a year after the Great Conflagration—on April 1, 1907—the Fireman's Fund Insurance Company of California, after the settlement of its great losses, was rehabilitated with \$5,300,000 gross assets, \$550,000 net surplus, \$2,150,000 policyholders' surplus, and \$2,700,000 reserve.

Now note the tremendous gains in thirteen years.

The Fireman's Fund now, with the increase in stock fully paid, has gross assets of \$22,500,000 or over four times as much as on April 1, 1907. The reserve is \$10,000,000, a gain of nearly 400 percent. The net surplus is now \$6,000,000, a gain of about 1100 percent. The policyholders' surplus is now \$9,000,000 against \$2,150,000 thirteen years ago.

This is a marvelous record of recovery from a great disaster. These grand totals and the company's record and reputation constitute a powerful magnet to draw business.

Where Murderer Was Beneficiary

Where administrator brought action against beneficiary in a policy on deceased's life, to substitute the estate of deceased as beneficiary, the beneficiary having murdered the deceased, and it was adjudged administrator was entitled to such relief, such beneficiary was not a necessary party in an action by the administrator against the insurer to recover the amount of the policy—*Welch v. Travelers' Ins. Co.*, 178 N. Y. S. 748.

Fresno Ice Plant Burns

Fresno, Cal. — San Joaquin Co. plant badly damaged by fire at noon. Defective wiring thought to be the cause. Nearly all machinery destroyed. Some nine ammonia tanks exploded. Fire lasted nearly four hours. Loss probably \$150,000; insured.

The building was wooden and burned fast and fiercely.

Of the machinery, only the compressor was saved.

All nearby windows were shattered by the tank explosions.

Fifteen blazes were started in the vicinity but were extinguished.

One witness reports that the fire first appeared in the attic.

The property was covered under the 80 percent reduced rate clause.

This is the fourth large fire in two years, says the Republican, at which Chief Berkholz was absent from the city.

An Accident.—Where injury by one to another is not result of misconduct or provocation by injured person and is unforeseen by him, it is as to him an "accident" within an accident policy insuring him against bodily injuries effected through external, violent, and accidental means.—*General Accident, F. and L. Assur. Corporation v. Hymes*, 185 P. 1085.

San Francisco's fire commission approves the budget calling for \$2,304,962 for the fire department in the coming fiscal year.

The Northwestern Mutual Fire Association is still printing full page advertisements in the daily papers of the Northwest. For some reason or neglect "Fire" appears in small type.

Hundred Million Profit?

Reports for Coast Review Fire Chart still indicate an American fire loss paid ratio of only 40.5 percent. If that is near the actual percentage, the apparent fire underwriting profit in 1919 was \$100,000,000.

The National Life Association had a 118.3 percent loss rate in Colorado.

MISCELLANEA

\$5,000,000 Tornado Losses, East of the Big River

Very modest estimates of property damages by the recent tornadoes in the Mississippi Valley States east of the Father of Waters yield a total of more than \$5,000,000. Tornado insurers should be able to write much additional (and profitable) business in this territory next year, when the wrathful tornado god will probably be busy in territory west of the Mississippi.

Missing

Where is William G. Hall? or some member of his family. In 1897, as an insurance agent, he was at 415 Montgomery street, San Francisco. There is money coming to him or his family. If the reader knows anything about this Mr. Hall, kindly notify the Coast Review, San Francisco.

Take Warning in the Morning

In Ohio, the chief province of the Machine, the royal State Fund law permits no common insurer to compete with it. The State Fund is a monopoly minus excellence. It is wholly —yes, wholly the property of the Political Bunch. The sacred Reserve for the special security of the dragooned employers has been examined by an indiscreet expert, who not only found a hole in the Reserve but published the fact. The sacred Extraordinary Reserve was profaned by the Political Bunch, who dug a hole in it and extracted about \$1,600,000 to pay the ordinary compensation claims. They are still throwing stones at the Wolfe.

Employing printers on this Coast have borrowed an idea, possibly from the underwriters. Organized as a printers' board of trade, they have a rating bureau which makes prices and distributes jobs. There is no affiliation with non-members. The rule is non-intercourse. The printers' unions are local boards which co-operate with the Printers' Board. These local

unions or boards of workers will not work for any non-board printery. They heavily fine any worker caught placing any business (work for) with any non-board printery.

San Francisco High Pressure Throws 13 Streams

At the close of Fire Prevention week an impressive exhibition of the gravity high pressure system of San Francisco was given by the fire department at Market, Third, Kearny and Geary streets. The water tower was also used. Many hundred feet of hose was connected with the big pressure hydrants at Market and Third and Kearny and Montgomery and at Post and Kearny, and between; and altogether thirteen streams were discharged at one time, curving over a 12-story building, and high up down broad Market. Tons of water broke into clouds of spray, and fell to the street in torrents. The exhibition was a complete success, and proved the fire-flooding possibilities of this massing of streams from the high pressure mains.

Lipman-Wolfe Suit Against 40 Companies

The defendant fire insurers have filed their answers to the complaint of Lipman, Wolfe & Co., in the United States court at Portland, Or.

This department store firm had a fire in Dekum building on March 3, 1903. There was a very large water damage claim. The companies paid the "loss" but afterward received information, from former employees of the firm, which convinced them that the claim was not entirely square. They demanded the return of some \$80,000 paid. This demand was complied with, and we were told at the time that one of the members of the firm retired.

Lipman, Wolfe & Co. four years ago sued for the recovery of the money paid back, and claimed that they paid it under duress. This is the case now before the federal circuit court.

We'll wager that the Portland papers will print none of the evidence.

Incendiarism?**WOMAN CHARGED WITH ARSON**

At Quincy, Cal., Mrs. Maud McLearn was charged with setting fire to farm buildings belonging to her divorced husband. Jury acquitted her. She is now under arrest charged with being on her ex-husband's ranch with two other women at 1:30 a. m. and intending to set fire to haystacks. On tips, officers secreted themselves in a haystack and saw the women approach and lights beginning to glow. The sheriff stepped out and arrested the women. Mrs. McLearn had 37 matches in her pocket, which number is deemed too many even for a cigarette smoker at near 2 a. m.

The defence intimates that the ladies were merely taking an early morning stroll on the ranch of the ex-husband of one of them; and that they were merely smoking cigarettes.

The names of the other two morning strollers are Mrs. Kane and Mrs. Osborne.

The east borderland of California, around Quincy and Alturas, has long been noted for unusual crimes and sympathetic juries.

ARSON CHARGE

Vallejo, Cal.—Last September the A.M.E. Zion Church burned mysteriously after threats had been made by the white owners of fine dwellings in the neighborhood, it is said. The negro congregation then bought another church and moved it to the vicinity of the burned building. Two months and twenty-two days after the first fire the purchased church burned mysteriously also.

It was evident that some "riled" incendiary was at work. The Fire Prevention Bureau began an investigation, the result of which is the arrest of Henry Opperman, a director of the Central National Bank of this city, on a charge of arson. He is now at liberty on \$5,000 bail.

Not In California

The explosion of water backs in kitchen ranges and cooking stoves is quite frequent, mostly caused by the freezing of the connection with the hot water reservoir. In

one recent case the whole kitchen wing of a fine residence was torn to fragments, and this without explosion insurance to mitigate the considerable loss.—Glens Falls Now and Then.

Epigramma Cunninghamma

"Did the windstorm do any damage to Jed Jenkins property?"

"Well, his new barn is missing, but h'aint yet found where it lit, so can't tell whether it be damaged any."

"I never met Agent Smath but once and thought then that he acted foolish."

"If you knew him more intimately you would not accuse him of acting."

Boss. "If you can't keep up with your work we must try another man."

Clerk. "Thank you. I've been thinking that I was doing the work of two."

A young insurance man came to ask a stingy old curmudgeon for his daughter, and being asked if he could support her as she was being cared for, promptly replied: "If I couldn't I would be ashamed of myself."

There are a large number of different fire insurance companies for property owners to size up, but it is the indifferent ones that require the most sizing.

Among the housewifely suggestions which appeared during the last berry season was this: "To prevent your preserves from working, use loaf sugar."

Excess is an arch enemy of success.

Carelessness and failure are twins.

"I will not withdraw my resolution," said a member at a local board meeting, "for I'm no reactionary; but the discussion influences me to vote against it."—Glens Falls Now and Then.

Can Claim Still More.—Insured, by giving notice and claim for loss for specified period of total and partial disability, did not estop himself from subsequently giving another notice and claim of loss for a longer period, where insurer did not act upon first claim to its detriment or injury.—United States Casualty Co, v. Perryman, 82 So. 462.

Interinsurance Business in California		
Last Year		
	Premis.	Losses
American Ex. Underw. .	\$ 5,585	. . .
Interins. Ex., Seattle . .	2,301	. . .
Lumber Indemnity Ex. . .	14,698	586
Subs. at Drugg Ind'y Ex. .	3,017	3,219
Subs. at Int. Underw. . .	5,608	. . .
Subs. at N. Y. Recip. Und.	12,062	. . .
Subs. at Reciprocal Ex. . .	20,664	19,350
Underwriters Ex. . . .	743	. . .
Canners Ex., Subs. at		
WarnersI nterins. Bur.	25,559	5,418
Wholesale Groc. Subs. at		
Warners Interins. Bur.	3,027	. . .
Western Recip'l Underw. . . .	. . .	. . .

CALIFORNIA		
	Deposits	Losses Paid
Auto Indem. Ex. . .	\$43,348	\$ 14,934
Calif. Cas. Indem. Ex.—		
(Including Auto dept)	345,588	152,259
(Auto dept.)	283,077	143,075
California State Auto		
Assn	232,123	111,924
Interin. Ex. of Auto Club		
of So. California . .	897,116	246,065
Pacific Auto Indem. Ex.	519,623	280,660
Union Indem. Ex. . .	83,629	14,265
Olds & Stoller Inter. Ex.	421,208	124,801

California Mutual Fire Business in 1919			
	Premis.	Losses Paid	Losses Incurred
Northwestern Mutual . .	\$341,623	106,327	105,492
Oregon F. Relief	4,274	3,262	3,262
Retail Hdw. Deal. Minn. .	5,480	. . .	. . .
Minn. Imp. Mut. . . .	17,824	5,596	5,610
Central Manufacturers . .	34,014	16,081	16,766
Grain Dealers Nat. . . .	4,809	108	108
Hardw. Dealers Mut. . . .	2,513	12	12
Ind. Lumbermen's	6,127	543	533
Lumbermen's	14,674	6,568	6,568
Lumber Mutual	12,427	465	471
Mill Owners	6,830	10,115	10,115
"Premiums" include assessments.			
The above are other-state mutuals.			

County fire mutuals in California wrote \$211,329 premiums and paid \$98,423 losses in 1919.

Fire losses are increasing.

Items

A magnesia flash light for photographing an interior scene, at Los Angeles, exploded and fatally burned one of the operators.

Chico, Cal., lost only \$50 by fire in March. It has a paid and motorized fire department.

New York.—The Sun's office has been moved to 56 John street. Pine street looks empty now.

The North River, (W. W. Alverson, mgr.,) has \$7,463,760 assets, a gain of \$2,141,600 in the past year. Surplus to policyholders is \$3,475,900, a gain of nearly a million and a half.

The Westchester Fire (represented by Dick and Simpson) has \$9,408,012 assets, a gain of nearly a million. Policyholders' surplus is \$2,719,337, a gain of nearly \$380,000.

Britain.—The Argonaut Marine is absorbing the Importers & Exporters.

The Preferred Risk wrote Colorado fire business at a .58 rate and paid losses on this fine class at a 166.3 rate.

The fire in the plant of the Brunswick-Balke-Collender Company at Muskegon, Mich., indicated that automatic sprinklers can be more dangerous than useful. In the building in which the fire originated a large portion of the floor space was used for mixing rubber tire material, gasoline being used. When the sprinkler heads opened, the water, instead of putting out the fire, carried the floating, burning gasoline to all parts of the building.

This is but another demonstration of the fact that sprinkler equipment is dangerous where volatiles like gasoline, benzine naphtha, etc., are used. It has been recommended that sand "dumpers" be used in such risks—large metal containers filled with one-quarter to one-half ton of sand, arranged to be dumped upon the flames in case of fire. Sand is a better extinguisher of such fires than water.—Now and Then.

In New York the Ætna miscellaneous fleet refused to abide by the decision of the Burglary Underwriters Association. They also have withdrawn from the Associated Companies, effective July 1.

LIFE

Northern Life of Seattle Making Large 1920 Gains

This sound and conservative company is making handsome gains in new business without ringing bells and beating tom-toms to attract the unthinking and the undesirable.

In the first quarter the Northern wrote 75 percent more new business than in the same three months of 1919. New business written in March is 100 percent more than was written in the same month last year.

\$2,500,000 Group Policy

An Oakland shipyard corporation has taken out a group life and permanent total disability policy for \$2,500,000 to insure all its 6,000 employees, at its own expense. Each policy is for \$500 and increases \$100 every year until \$1,000 value is reached. The rate is of course reduced, but the law does not regard such reduction as a rebate.

End of a Failure

The American Temperance Life Association of New York, in receivership, had too high death rate. The receiver was able to assess and collect enough from the members to pay all the claimants 80 percent. The remaining 20 percent will be paid only in dreamland.

The Oregon Life is one of forty-four writers in Oregon but it wrote a ninth of the total 1919 business in its home state.

In Colorado last year 55,777 life policies for \$84,365,522 insurance (including industrial) were issued by 56 legal reserve stock and mutual companies. The gain in insurance in force was 21 plus percent; in number of policies, 15 plus percent.

Fraternal societies (51) wrote 14,582 for \$17,590,623. The insurance in force is \$159,586,949, a gain of 3.3 percent. Number of policies in force, nearly half as many as in the legal reserve companies, gained about 5 percent.

In policies in force the l. r. leader has 15,443, and the fraternal leader has 27,211.

Selling

"I want only two minutes of your valuable time," said a salesman; and he was granted an audience. What convincing argument for your policy and company are you prepared to make in two minutes? Frame it now and try it on your first approach.

It is complimentary to suggest the purchase of a larger line than the buyer can afford.

If you say something good of a competitor he will say the like of you. Even if he does not, you will be the broader.

You are your own boss. That fact ought to make you walk erect, and approach with self-respect and compelling confidence.

The seller must cultivate the sense of equality, never that of inferiority. He represents capital and a great institution. He excels in his line just as the prospect does in his. Herein is equality. His work is as necessary and as beneficial as that of any man. The seller is serving society, and may some day occupy a higher place than his hedged-in prospect.

Be as big as your prospect when you have audience. Make your proposition and talk correspond.

Court of Equity Will Enforce Change of Beneficiary.—If a member of a mutual benefit society has pursued the course pointed out by the laws of the society to be followed in making a change of beneficiary, and has thus done everything developing upon him to change the beneficiary, but before the new certificate was issued he dies, a court of equity will decree that to be done which ought to be done, and act as though the certificate had been issued.—*Barboza v. Conselho Supremo Da Irmandade Do Divino Espirito Santo Do Estado Da California*, 185 P. 1028.

Sacramento has 65,857 pop., a gain of 47.3 percent.

Twin Falls, Id., is to have a new \$300,000 hotel on Main av., east,

Enterprise, Or. — East Oregon Lumber Mills Co. starts its new mill on May 1.

GENERAL

San Francisco Firemen to be Unionized?

The bosses of the organized manual labor people of San Francisco have declared that the firemen, teachers and policemen of the city shall be unionized and if necessary shall strike to obtain all that they demand. The bosses do not seem to care for the example set by Boston authorities. Who else beside the bosses are behind this proposed affiliation of city employees with the American Federation of Labor?

City authorities say they will at once dismiss any teacher, policeman or fireman who joins a union and serves another master. But will they do so despite the small controlled vote of organized labor?

San Francisco Fire Report

In five years the total of fire losses in San Francisco was \$5,796,065, with an average of 1,436 fires a year, or \$2.27 per capita. This is about \$1.00 less than the per capita loss of the entire country. Fires number twice as much as before the great fire.

The National Board criticises the extent of the control of the fire department by the fire commissioners, and its report, just filed, refers to the fact that the two-platoon plan reduces the manning of the companies 20 percent at night.

Fire Chief Murphy is endorsed as the right man for the place.

The West Coast Life wisely reduced this year's dividends because of the recurrence of influenza and influenza-pneumonia.

The Oregon Surety & Casualty reports \$123,168 premiums and \$253,421 assets. Frank E. Dooley is one of the four vice-presidents.

ANSWERS

A. F. R.—Your recommendation of the ordinary "straight" life insurance as the best for family protection is strictly correct.

E. S.—We cannot now answer.

S. S.—All Liberty bonds are Victory bonds. Our contents are indexed by being grouped. The summary on cover goes to press before last reading form is printed, and sometimes it is necessary, at the last moment, to omit some article.

F. T.—The U. S. Treasury Dept. accepts U. S. Bonds as security instead of surety on penal bonds. In absence of default in performance of conditions the obliger will receive the interest on such bonds.

M. F. W.—The decision holding company liable for explosion damages resulting from dynamite exploded in adjoining building to check a conflagration, as printed on page 89 of January book was incorrect. The digest of this case appears again on page 105 of February book, correctly headed, with explanatory paragraph below. After the 1906 S. F. conflagration the federal courts made similar rulings as to liability for losses resulting from measures taken to check the fire with dynamite.

L. B. R.—Companies of any kind are legally obliged to pay fire losses up to the amount of their capital and surplus. But special state laws, as in California, make the stockholders liable for more. Companies controlling other companies are not legally liable for anything in excess of the capital and surplus of the controlled company (with the exception noted); they would perhaps be able and willing to pay more. The management of such acquired companies has of course been improved and in this respect they are stronger than before, but not otherwise unless fresh capital has been added.

Appointed on Anniversary of First Appointment as Local Agent

Manager Benjamin Goodwin began his insurance career at Anacortes, Wash., early in 1890 as local agent for the American Central Ins. Co., the St. Paul Fire & Marine Ins. Co., and the Lloyds Plate Glass Com. In January, 1893, he removed to Seattle, where he continued in the local agency business until January, 1897, when he engaged as special agent for the Northwest field with Chas. Christensen, the manager of the Pacific Coast department for these companies. Early in 1898, after making good as special, Mr. Goodwin was promoted to the position of assistant manager of the Pacific department at San Francisco, and in the year 1899 became associate manager with Mr. Christensen, under the firm name of Christensen & Goodwin, continuing in the firm until January 1st, 1918, when he succeeded the firm and became sole manager.

Mr. Goodwin has represented continuously for thirty years the three companies we have named. On June 1st, 1919, he added the Royal Exchange, making four. In order to accommodate his rapidly growing business he, on April 7th, 1920, accepted the general agency of the London & Scottish Assurance Corporation, Ltd. of London, England.

The territory covered by all companies for the fire, automobile, and plate glass branches includes California, Oregon, Washington, Idaho, Montana, Utah, Nevada, Arizona, Hawaiian Islands and Alaska—ten political subdivisions in the Pacific West.

The total premium income of the Goodwin general agency for the year 1919 was \$1,800,000.

Fire

Fallon, Nev.—Fallon Flour Mill Co. plant burned with \$20,000 loss.

Montreal, April 24.—Warehouse of Molson's Brewery, containing much mdse. Loss \$750,000.

Lindsay, Cal.—The James A. Sanderson home Madary Grove burned, after explosion of gasoline stove.

Fairmead, Cal.—Northern Madera Enterprise burned; loss \$1,800.

MAIN BUSINESS BLOCK

Folsom, Cal.—Dry goods and shoe stores of Guy Butler and E. R. Ley's cigar store destroyed by fire.

SHIP FIRE

New York.—Steamship Halfried, freighter in harbor, badly damaged by fire which destroyed much of her cargo of nitrates, paper etc. Eight small craft caught fire from flying brands and sank. Nitrate explosions broke windows 2,500 ft. away and spread burning brands over roofs.

ORPHANAGE

Lytton, Cal.—Salvation Army Home administration bldg, a 3-story fr, used in part as a girls' dormitory. Volunteer fire department could do nothing. Loss about \$60,000.

Springfield F. & M. Insurance Co.

This 71-year-old Massachusetts company is now a 17-millionaire as to assets, a 9-millionaire as to premium reserve, and a 10-millionaire as to net premium income. Last year very large gains were made in assets, net surplus, premium reserve and premium receipts. A large underwriting profit was made.

Gross assets are now \$17,303,137, a gain of \$2,526,322; premiums for the past year, \$10,220,492, a gain of over \$1,320,000. Loss ratio incurred to premium earned, about 42 percent. This is a great record of good fortune and good underwriting.

Geo. W. Dornin is manager of the Pacific department, and has built up a large and successful business.

Where when the owner of land and an agent commenced their negotiations they created a contract of agency to sell and not one of sale by the owner to the agent, the agent by no act of his unexplained to the owner could change the contract, and when he found a purchaser it was his duty to make correct representation to the owner as to the price he was to receive for the land, and, failing to do so and selling for more than he represented to the owner, he is responsible for the sum at which he did sell.—Solmson v. Deese, 218 S. W. 657.

RIOTOUS CONDUCT

Union glaziers on strike in New York are breaking windows all over the city.

San Francisco union strikers, including "outlaws," are pursuing and "beating up" fellow-workmen who refused to follow their I. W. W. leaders.

Night riders are burning tobacco barns and, with guns, preventing the sale of tobacco to the American Tobacco Co.

Near Butte, Mont., on Anaconda road there was a pitched battle between striking miners and the sheriff and deputies. Shots were fired at the officers by pickets and also into a street car carrying miners to work. Some of the shots were fired from a boarding house, by men concealed there. Riotous conduct continued three days. The shooters and agitators are believed to have been I. W. W. A dangerous mob of pickets and other strikers were massed in front of the Neversweat mine. The shooting, it is asserted, was all done by the strikers, who made about 20 hits—among themselves.

Workmen were mobbed, cars were damaged, passengers were beaten. The miners' paper endeavored to stir up strife by calling on all union men to "lay down tools and stop the wheels of industry."

The People's National increased its assets, dropped a little of its surplus, increased its reserve and premiums a bit, made an underwriting profit of about \$1,000 and paid \$50,000 dividends to stockholders. Earned income was a little more than expenditure. In ten years this company has paid \$162,500 dividends on \$1,000,000.

Riot and Civil Commotion Premiums in California

During the past year 35 fire companies wrote riot and civil commotion insurances in California. Losses paid were nominal. The Home led with \$22,590 premiums.

Only two companies paid losses, one for \$15 and the other for \$14.

Contracts run into 1920. There are still strikes and riotous conditions.

	Premiums
Ætna	\$9,741
Agricultural	1,054
American Alliance	931
Alliance	2,114
American Central	142
Atlas	3,410
Boston	218
Caledon	143
Commonwealth	1,787
Franklin	361
Glens Falls	1,981
Globe & Rutgers	15,094
Great American	4,691
Hartford Fire	14,753
Home	22,590
Ins. Co. North America	21,719
Liverpool & London & Globe	5,400
Mercantile	2,744
National	4,630
National Liberty	5,536
New Brunswick	880
New Zealand	383
Niagara	4,607
North River	5,565
National Union	1,810
Pacific Fire	534
Pennsylvania	5,656
Phoenix	2,366
Provident Washington	672
St. Paul F. & M.	5,188
Springfield F. & M.	1,314
Union Insurance Society	386
United States Fire	6,547
Bankers & Shippers	76
American, N. J.	445
Commercial Union	2,262
Palatine	694

The New Amsterdam Casualty has increased its premiums 27 percent this year.

CHIPS

—President Levison of the Fireman's Fund will next month visit Europe. One of his principal objects is the renewal of the contact between the company and its foreign marine settling agents, which has been somewhat disturbed during the long war period. Mr. Levison will also represent the San Francisco Chamber of Commerce at the first meeting of the International Chamber of Commerce at Paris. In the course of this business trip he will probably visit England, France, Holland, Belgium, Norway, Sweden, Denmark and Switzerland, and will return late in July.

—The Guardian Fire of Salt Lake City has \$552,146 assets, a gain of nearly \$5,000; reinsurance reserve, \$92,510, a decline of \$23,979; premiums, \$188,355, a decline of \$48,142 or over 20 percent; surplus to policyholders, \$409,452, a gain of \$38,000. Losses paid and expenses, \$196,674, or \$8,319 more than premiums. Losses and expense ratios combined, 104.42 percent of premiums.

—Columbia, Cal.—This old mining town burned. Fire started in Ghiorso grocery. Brick buildings escaped. About 17 fr bldgs burned or badly damaged. Brick buildings had no tenants. Loss \$20,000.

—It is now announced that the firmness of the San Francisco fire commission has put the unionizing movement to sleep already.

—The first fire chart to reach Coast Review is the Pittsburg Insurance World Chart, which gives ten years fire figures of resources, income and outgo; also five years casualty and surety figures.

—Our "Past" account of the Pacific Insurance Union, the first successful compact, has been delayed to make it more complete.

—The Security has \$7,034,971 assets, a gain of \$211,296; net surplus, \$1,382,442, a gain of \$419,842; premiums, \$4,992,120, a gain of \$748,013. Had a good year. The Security is represented by E. E. Potter & Sons.

—The Victory Fire of Philadelphia began with \$500,000 capital, \$503,490 net surplus, and \$1,003,490 assets—all surplus as regards policyholders. Frank M. Avery is manager for this Coast.

—The Capital Fire of Sacramento reports \$429,706 assets, against \$468,606 a year ago; reinsurance reserve, \$113,840, against \$149,760; surplus to policyholders, \$266,939, a gain of \$14,578; premiums, \$208,662, a decline of \$23,297. Losses paid, \$184,854, or 88.5 percent.

—The North British & Mercantile's U. S. branch now has \$11,082,577 assets, of which the surplus is \$3,492,898. Premiums last year were \$7,375,260, a gain of nearly \$600,000. Assets gained over \$700,000. Represented by General Agent R. W. Osborn.

—The Utah Home Fire now has \$400,000 capital, an increase of \$100,000; \$1,283,524 net surplus, an increase of \$452,138. Represented by Manager F. M. Branch.

Personal

On April 8 A. W. Damon completed twenty-five years as president of the Springfield F. & M. Ins. Co. The anniversary was observed at the home office, where letters and telegrams of congratulation were received all day, from friends in all parts of the country.

President Damon is not only an able underwriter but is a gentleman of agreeable personality.

J. B. Levison, president of the Fireman's Fund, sails from New York May 8th on an extended trip to all the principal European countries, where he will study general business conditions from the insurance standpoint, with special reference to the development of foreign insurance business. This will be his first European visit in seven years. From 1900 until the great war Mr. Levison visited Europe almost yearly.

John Marshall, Jr., vice president of the Fireman's Fund, has returned from an extended trip through the Western department of the company, the department of which he was formerly manager.

Chas. W. Sexton of the Chas. W. Sexton Company, a large insurance agency in Minneapolis, Ind., is visiting San Francisco.

50 Years With One Company

In May of this year Harry Roff will have been in the employ of the Home of New York a half century.

MICHIGAN F. & M. INSURANCE CO.**Good, Healthy Progress—Business Profitable and Increasing**

It is just forty years since leading business men of Detroit organized the Michigan Fire and Marine Insurance Company. It began business in March, 1880, with \$200,000 paid-up capital, which was later increased to \$400,000, with \$50,000 addition to the surplus. After the San Francisco fire the stockholders paid in \$200,000 to restore the surplus, after the prompt and full payment of \$371,102 conflagration losses.

The Michigan always writes conservatively as to volume, and in proportion to its resources; and its moderate loss ratios indicate that the underwriters exercise care and good judgment in the acceptance of risks.

The past year was a favorable one, as is the rule. About \$210,000 was added to the assets, making them a total of \$2,159,730. The policyholders' surplus was advanced to \$864,110, a gain of \$34,548, after adding \$145,464 to the premium reserve. The Michigan has paid \$10,000,000 in losses.

The premium income was \$1,249,917, a gain of \$134,273. The increase in the premium reserve indicates that a large amount of new business was written. A handsome underwriting profit was made.

The usual dividends were paid out of interest earnings, the remainder of which was added to the surplus for the additional protection of policyholders.

The Michigan is represented on this Coast and in Hawaii and Alaska by General Agent Carl A. Henry, who adds to its business yearly and maintains a low loss ratio.

The report of the California Development Board for 1918 and 1919 is off the press and ready for free distribution from their Information Bureau at the Ferry Building, San Francisco. Special attention is given to the increasing industrial importance of California's ports and harbor improvements, imports and exports. Building activities, bank clearings from the principal cities and detailed report of financial conditions for the past two years, is of pertinent interest.

1919 Life Business

Almost equally divided between New York and other-state companies was the grand total \$176,000,000 new premiums for 1919.

The grand total of premiums of companies reporting to New York is \$1,011,956,808.

The interest earned was \$270,529,442; the gross income was \$1,384,699,683.

Of the billion premiums \$308,785,700 was paid for death claims, and about a third as much for lapsed and surrendered policies.

Of the total income, 85 percent was disbursed.

The total assets are \$6,086,284,544. The net surplus is \$145,254,235, or less than 2.4 percent. Including capital, the gross surplus is only 2.6 percent of the assets. This is too little for safety.

These figures are compiled from the advance report of the New York state insurance department, just received.

Not a Material Fact.—A void mortgage, not being a valid incumbrance, was not as a matter of law a material fact or circumstance, non-disclosure of which in an application for fire insurance avoided the policy, or rendered the proof of loss, where such mortgage was not mentioned, a fraudulent misrepresentation.—*Morrison v. Boston Ins. Co.*, 125 N. E. 698.

P.S.—Does it pay to keep a costly big electric sign high up on a roof lighted in a thick San Francisco fog?

T. M. A.—Amount of Coast life policy reserves invested in the East is not known but of course is large.

H. Baring, former organizer and manager of the theft bureau of the Automobile Conference, has become associated with the Fireman's Fund and is in charge of the automobile loss department.

George D. Gilmore, automobile special agent for the Fireman's Fund in the Southern California field, visited the home office of the company April 23rd and 24th.

ORGANIZED 1880

MICHIGAN

FIRE AND MARINE INSURANCE COMPANY

OF DETROIT, MICHIGAN

Statement January 1, 1920

CAPITAL	\$ 400,000 00
RESERVE for unearned Premiums on Unexpired Policies	1,123,524 25
RESERVE for Losses Unadjusted and Not Due	129,743 87
NET SURPLUS	464,110 35
ASSETS	2,159,729 89

INCOME

Net Premiums	\$ 1,249,916 94
Interest, Etc.	88,844 19
Total Income	1,338,761 13

DISBURSEMENTS

Losses Paid	\$ 519,810 22
Dividends to Stockholders	40,000 00
Expenses, Taxes, Etc.,	575,578 74
Total Disbursements	1,135,388 96

COMPARATIVE FIGURES

	January 1, 1919	January 1, 1920	
Capital	\$ 400,000 00	\$ 400,000 00	
Reinsurance Reserve	978,059 70	1,123,524 25	
Losses Unadjusted and Not Due	105,555 55	129,743 87	
Net Surplus	429,562 45	464,110 35	
Assets	1,950,400 05	2,159,729 89	
D. M. FERRY, Jr. President	E. J. BOOTH, Vice-President	H. E. EVERETT, Secretary	E. P. WEBB, Asst. Secretary

Pacific Department—Embracing California, Nevada, Arizona, Utah, Oregon, Washington, Idaho, Montana, and Territories of Hawaii and Alaska

CARL A. HENRY, General Agent

Northwest corner SACRAMENTO and SANSOME STS., San Francisco

SPECIAL AGENTS:

LOS ANGELES—JAMES F. BOYLAN

PORTLAND—E. R. THOMPSON

SPOKANE—P. E. GEROULD

SAN FRANCISCO—J. N. WATERS

LOSSES PAID SINCE ORGANIZATION, - \$9,934,700.00



Oregon

State Fire Marshal A. C. Barber has issued fire survey reports on the Oregon towns Wallowa, Echo, Joseph, Milton and Freewater. The latter are twin cities, which are urged to organize a common fire department.

Casualty etc. Business

Last year's figures, issued by the New York state insurance department, show \$325,402,510 premiums for casualty, surety, fidelity companies. This is equal to that of all the fire companies a few years ago.

Losses paid were \$116,202,182, or 36 percent of premiums.

Commissions, 20 percent.

Balance over expenditures, some 38 millions.

Plate glass rates are going to jump, like the price, now three times the former.

Inheritance Tax

You make and save money for your family, and meantime pay taxes, but our autocratic socialistic democracy claims that the state is the real heir and that what it allows your family to take is a generous gift.

In vain you pass title to your wife and children while you are alive and well. The courts decide, and will continue to decide, that you made the transfer "in contemplation of death."

Every sane person, young or old, "contemplates death."

These are facts which make saving men consider how life insurance gives some protection from the ever increasing tax-eaters.

Life insurance policies will cover the probable inheritance tax.

Venice, Cal., has 10,385 pop., a gain of 233 percent.

Nogales, Ar., has 5,199 population; gain, 48 percent.

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

**Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen**

See for an Agency Contract in California

Managers for Life Department

Managers for Accident Department

KILGARIF & BEAVER,

F. A. STEARNS,

Shreve Building, San Francisco

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

The PASCHALL-JONES CO.

Pacific Mutual Bldg., Los Angeles

Story Bldg., Los Angeles

Paid-for Life Insurance, \$265,796,787.00



FOUNDED 1868

Assets

\$45,432,695 61

Capital and Surplus

\$5,039,328 50

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

ITEMS

Read our Legal Digest regularly and thoughtfully, and make notes under proper captions, and the decisions instead of dry-as-dust matter fairly sparkle with principles and wisdom.

Agency Manager O. G. Wilson, for the Bankers Life of Des Moines reports a unique case from Western Iowa, as handled by W. H. Wood, of Council Bluffs, one of the Western Iowa leaders. An inquiry card was received by the Company and sent out to Mr. Wood. It had been signed, apparently, by a prosperous farmer. When Mr. Wood called the man did not understand what he was talking about when he mentioned the inquiry card. The farmer decided that his wife must have sent in the card without telling him anything about it. He bought \$5,000 of life insurance for the benefit of his wife and the children.

Over one-third of the people of Louisville, Ky., are insured in the Metropolitan Life.

The West American Automobile & Fire Ins. Co. of San Francisco expects to get into the fight, with a capital of \$250,000.

The Security Mutual of Binghamton is now doing well.

17,000 American mothers die yearly because of child-birth. The Metropolitan Life's visiting-nurse plan saves many mothers from cares incident to maternity.

Cuban fire losses range along with San Francisco's.

The Merchants Marine of Britain can now write fire, etc. It is owned by the Employers' Liability Assurance Corporation.

Colorado.—The Reciprocal Exchange had 178.3 loss rate in this state.

The North America will establish a casualty company.

Marysville, Cal., "head of navigation," has 5,461 pop., a gain of 31 in ten years.

Olympia, Wash., capital, 8,537 pop., increase 22 percent.

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation ^{OF} NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency ^{OF} NEW YORK

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

"You may delay, but Time will not."—Benjamin Franklin.

THE FRANKLIN FIRE INSURANCE COMPANY of PHILADELPHIA

ELBRIDGE G. SNOW, President

Organized
1829



Charter
Perpetual

FIRE and ALLIED BRANCHES OF INSURANCE

LIBERAL CONTRACTS OF INDEMNITY

Guaranteed by funds ample to meet without delay all obligations, and backed by a Complete Service Organization and by a Management well known for its practice of Prompt and Equitable Adjustment of Losses.

*89 Years Old, With an Unblemished Name and
Honorable Record*

AGENTS THROUGHOUT THE UNITED STATES

An "Outer's" Fish Story

Ponce de Leon, if still on his quest for the Fountain of Youth, can get some valuable tips from George Kuhns, President of the Bankers Life of Des Moines, who has an article on "Outdoor Life and Insurance" in the current number of "Outers' Recreation." Mr. Kuhns advises men and women to seek greater happiness and longer years in the realm of the open sky. A full page portrait of Mr. Kuhns appears with the story.

President Kuhns writes:

That big fish that lived in the deep pool of the Mississippi creek in my boyhood, and which we never caught, created an ambition to catch big fish in later years. So I have angled in most of the various fishing grounds of America and have fought with the

muskellonge of the northern lakes, the tarpon of the gulf, and the sword-fish of the Pacific which are known as the Tigers of the Sea. On the wall of my office is the mounted carcass of one of these big tigers. We met one day in the general vicinity of the Catalina Islands, and after we had come to grips, we carried on to a conclusion—deceived by means of a flying fish he connected with my line. The struggle lasted two hours, and during the fight he leaped clear of the water forty-one times, a vision of shimmering beauty, purple and green, glistening in the sun, and weighing two hundred and four pounds.

Snowfall in California only half the average. Bad outlook for mining and power.

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg.

San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT	WESTCHESTER
FIRE INSURANCE CO.	FIRE INSURANCE CO.
OF	OF
HARTFORD	NEW YORK
ESTABLISHED 1850	ESTABLISHED 1837

FRED'K S. DICK and HARRY L. SIMPSON,
MANAGERS

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 13,224,033 34
Total Liabilities	10,698,313 46
Net Surplus	2,525,719 88
SURPLUS TO POLICYHOLDERS,	\$ 5,025,719 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

COMPENSATION

—

CANNOT AMEND AWARD

Under Workmen's Compensation Act
§ 20 (d) Industrial Accident Commission
had no power to alter or amend its award

after period for rehearing had expired,
where application therefor was not based
upon new facts occurring since the making
of the award, notwithstanding section 30 (e).
—Northern Redwood Lumber Co. v. Indus-
trial Acc. Commission, 185 P. 991. (Cal.)



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Our Judges Disposed to Shirk Work

In a recent case decided by the supreme court of North Dakota a dissenting judge said:

It seems that, without quoting or attempting to weigh or give the gist of the testimony, the learned judge puts the responsibility on the jury. That is in accordance with past usage, but it is high time to forever discontinue it. The judges have always been too much disposed to shirk work and responsibility, and, like Pontius Pilate, to wash their hands and say: "I am innocent; let others bear the responsibility." And that has been a standing reproach to the judges.

One of the concurring judges said: "The evidence against accused is quite meager." Yet the majority left it to a prejudiced jury to decide against the accused.

The Pac. Fruit Ex. Co. will not build an addition to its plant here, as announced, unless the citizens build 100 new cottages.

Butte, Mont.—Montana Brewing Co building burned; Shiner Furniture Co warehouse damaged.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

Chas. J. McPhee, 603 Mohawk Block, Spokane, Wash.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Coast Fire Office Figures

If you have not sent your office figures to
Coast Review, please give instructions to
have them sent at once.

Otherwise California totals will appear in
Chart as Coast figures.

The Industrial was jammed in California
last year, with \$7,743 premiums and \$11,397
losses incurred.

After all said and done, these Mexicans
love liberty: 14 states have seceded from
the United States of Mexico.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

**A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO**

**T. J. KELEHER, STATE AGENT,
LOS ANGELES**

**Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
W. T. Booth. Los Angeles:—Wm. C. Carlyon. Helena:—Edwin Pendrey**

**TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands**

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000

Net Surplus, 420,574 63

Surplus to Policyholders, . 920,574 63

Cash, Bonds and

Secured Loans, 1,349,594 02

Other Assets, 177,129 00

Total Assets, 1,526,723 02

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER



New York. — The National Liberty is moving to Forty-first st. and Sixth av., two blocks from the Forty-second st. union depot.

***Life Policy Buyers
Are Invited***

**To Send to
The Coast Review,
San Francisco,**

FOR RECOMMENDATIONS

***of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts***

FREE

**State Age (about) of Self and of De-
pendents for whom Protection is wanted**

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE

EXPLOSION

AUTOMOBILE

FIRE ASSOCIATION

Of PHILADELPHIA

Cash Assets, - \$13,481,581.02 Surplus to Policyholders, - \$3,599,623.24

Philadelphia Underwriters

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$40,755,189.48 Surplus to Policyholders, - \$13,473,116.40

F. M. AVERY, Manager

Pacific Coast Department: 242 - 244 Sansome St., San Francisco

Supt. of Agents, CHAS. L. BARSOTTI; Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco;
GEO. F. STANIFORD, Los Angeles; SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.

NEWSPAPER HEADLINES

Auto and Street Car Crash; 6 Hurt

Killed by Driven Golf Ball

Women Injured in Elevator Accident—
Cable Snaps, Brakes Fail

Three Women in Auto Killed by Train

Electric Train Strikes Horse; One Car
Ditched

Passenger Auto Knocked Into Lake

Knocked Down by Auto and Is Paralyzed

Officer Admits Embezzlement

Street Cars Crash—Panic of Passengers

Nine Victims in Easter Machine Wrecks

Auto Bandits Terrorize City

—An Illinois local pins on his auto policies a slip with a printed list of liabilities. Those covered by the policy are checked. A good hint to take out more cover.

FIRE

Fire Insurance Inspection and Underwriting

This is a second edition of a book well received a year ago. By Charles C. Dominge and Walter O. Lincoln. Price \$5. Published by the Spectator Co., New York and Chicago. Gilt-edge, flexible, 763 pages.

The paragraph side-headings are gathered alphabetically and wanted contents are easily found. Much information, technical and general, in this book.

The section on "Adjuster" is specially good, for it is by William Sexton in Firemen's Fund Record. About seven pages are given to "Use and Occupancy."

1879

The Coast Review, San Francisco, presented to its readers a short time ago a descriptive list of 1879 important events. It, however, overlooked the fact that the Gazette was established in that year. Now that it is reminded of the incident it will be as surprised as we are that it was possible for it to forget the event. Many years ago as it is we can remember that The Coast Review was one of the first American insurance journals to place us on its list of exchanges; this act of courtesy has not been forgotten. It still runs strong, it is hale and hearty, long may it continue to be so.—Insurance & Financial Gazette, Belfast.

"Relations of Fire Insurance to the Citizen," an address to policyholders (by John H. Schively), is instructive, and being

"readable" will no doubt be read by the majority of policyholders who receive a copy.



THE SPIRIT OF THE WEST IS THE SPIRIT OF WEST COAST SERVICE

"WITHOUT A VISION THE PEOPLE PERISH"

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000

Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HELSER, Vice-President

376 Pine Street,

West Coast Building,

San Francisco

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

<i>Strong Paper Cover,</i>	. .	<i>One Dollar</i>
<i>Flexible Cloth Cover,</i>	. .	<i>One-Fifty</i>
<i>Red Pegmold Cover,</i>	. .	<i>One-Seventy-Five</i>

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A.
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

EXCLUSIVE WORKING RIGHTS and STRONG HELPING PLAN

*in a rich and prosperous district, are available to a life insurance salesman, **Who is a Salesman**, as a representative of a **strong mutual company**--*

ONE OF AMERICA'S GREATEST

Write X. Y. Z., Care of this paper

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., LTD.

QUEENSLAND INSURANCE CO., LTD.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

FIRE

El Cerito, Cal., has a brand new fire department. It was not recommended by the ouija board either.

"Yes, Evar C. Cedarleaf is one name, B l t."

Ireland seems to require considerable insurance against losses by riots.

L I F E

The Amicable Life of Waco, Tex., seems to have been Furberized. The company has got rid of its Poo Bah, A. R. Roberts,

the former president, actuary and manager.

The new president and actuary, A. R. Wilson, purposes the resumption of active business at once.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,066,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety	Accident, Health,	Workmen's Compensation
and	Burglary, Robbery,	Automobile Liability,
Miscellaneous	Plate Glass, Boiler,	and all other
Bonds	Engine and Fly-Wheel Insurance	Liability Lines

PACIFIC COAST DEPARTMENT—California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. **Washington and Oregon:** SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid; \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

The Philippines

In the last session of the Philippine legislature, the prohibition bill failed of passage, so that the Philippines is still "wet," and will continue to be "wet" until the prohibition bill is resurrected at the next session of the legislature which convenes again next October. As it takes only thirty days to reach Manila from the United States, thirsty folks have still plenty of time to visit the Philippine capital and drink enough to last them a year.

The bank resources on the Philippine Islands, exclusive of the insular treasury, were \$354,587,720 at the close of business on December 30, 1919. Five years previously these resources were \$66,639,866. The gain in five years was \$287,947,853, or

more than fourfold the resources of 1914.

PRICES.—In San Francisco the tray hash-restaurants, supposedly cheap, charge 15 cts for a glass of milk, 15 cts for a baked apple, 15 cts for a small cut of pie, and 50 cts for ham and two eggs and a cup of "coffee." Potatoes retail at 10 cts a pound. Ready-to-wear men's suits have been increasing in price 15 percent every year, and a good suit now costs from \$65 to \$90. A good pair of men's or women's shoes now costs \$18. The laundry charge for a cotton shirt is 20 cts. Cleaning of watches is now \$7 against \$3 in 1914.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

**Fire — Lightning — Tornado
Automobile — Sprinkler Leakage**

**North American Branch:
Hartford, Conn.**

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

H. C. EDMUNDSON, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
E. Wash., E. Oregon, Montana and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
201 Sansome Street**

Agents Wanted

**Special or Local Agents or
Clerks or News Men**

**Can Make a Tidy Bit by
Soliciting Subscriptions**

**FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.**

***This is Cash Work and
a Bonus***

**Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.**

WRITE NOW! RIGHT NOW!

FIRE

Tacoma, Wash.—Harbor Nav. Co. shipyard buildings at Dockton destroyed by fire which started in blacksmith shop. Loss about \$40,000.

The American Standard Fire of Milwaukee is new.

Proofs of company figures for our 1920 Chart will be submitted in a few days.

CALIFORNIA

Pittsburg, Cal., now owns its water plant.

San Francisco county (city) has 29,760 acres of average value \$10,000 an acre. Los Angeles county has 1,234,521 acres of average value \$420 an acre.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO

(INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company

of GOTHENBURG

Agricultural Insurance Co.

of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.

of NEW YORK, N. Y.

Hamilton Fire Insurance Co.

of NEW YORK, N. Y.

Globe Underwriters Agency

of NEW YORK, N. Y.

Sea Insurance Co. Ltd.

of LIVERPOOL, ENG.

EDWARD BROWN & SONS

GENERAL AGENTS

202 - 204 Sansome St.,

SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

E. L. BARRY, Manager
320 California Street, San Francisco
[Babcock Building]

LIABILITY OR COMPENSATION IN COURT

LOSS OF ONLY EYE

An injury to a common laborer's only eye, so affecting his vision as to incapacitate him for the work he has been doing, and rendering his ability to do any remunerative labor more than doubtful, constitutes "permanent total disability," with Employers' Liability Act, § 8, subsec. 1 (e).—*Brooks v. Peerless Oil Co.*, 83 So. 663.

FREE LIFE INSURANCE DEDUCTED

In a proceeding by a widow under the compensation law for the death of her husband, insurance carried by the employer on the life of the employee without expense to insured, and paid to the widow before the employer's liability for compensation had been determined, should be allowed as a credit on the amount of compensation to be paid.—*American Smelting & Refining Co. v. Cassil*, 175 N. W. 1021.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET*Phoenix Building***San Francisco**

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building**33 Broad St., Boston****SAMUEL APPLETON, U. S. Manager**

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

Name

Peter Kline is Peter Clyne or Peter Meadow, Welshman. In Wales and Norway and other countries it formerly was the custom to name one son in a family with the Christian name same as the surname. As Ole Oleson, Hugh Hughes, Robert Roberts. Mc, M', Mac, O', Ap, P, etc., mean son. So does sen, and often the terminal s in Welsh, as Edwards, is Edwardson. "Son" is really a tribal sign and stands for man too. Son is also sun, meaning life bringer. Daughter is Sanskrit in its origin and means milkmaid. In very primitive times, when our ancestors were nomads, every girl child milked the cows or goats. That was her destiny, married or single.

San Francisco Move to Prevent Fire

A chapter of the National Fire Protection Association was organized in San Francisco at a business men's luncheon last week.

There were nearly six hundred persons present. Among the speakers were Gov. Stephens, the acting mayor by proxy, Jay W. Stephens of the Fire Prevention Bureau, Gen. Noble, Rear Admiral Jayne, Fire Chief Murphy, and a representative of Women's Clubs.

Very impressive indeed; for nearly 500 of the party at once signed an application for membership, a total which exceeds that of the similar organization in New York city.

The Guardian Life is breaking its record for new business.

"Had to have." Just by itself, doesn't that good English look bad?

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1919.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - -	9,609,646.00
Liabilities - - - -	7,214,228.11
Net Surplus, - - -	2,395,417.89
Surplus for Policyholders	3,395,417.89

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

HAVE THE ALLIES TREATED RUSSIA RIGHT?

We include U. S. in the Western Allies.

The above question is pertinent now when Russia is in the clutches of armed bands of criminals—murderers, robbers, ravishers and incendiaries.

Russia is in its present sad state of anarchy because it made great sacrifices which enabled the Allies to win the war.

The Bolsheviks, with the money, ammunition and guns furnished the Russians by the Allies, have beaten the volunteer forces fighting for law, order and decency.

The Bolshevik despotism is merely the rule of a band of cutthroats.

Are not the Western Allies responsible?

Neglecting Russia by tolerating the Bolsheviks, the Allied democracies are being bombarded with tons of Bolshevik propaganda.

Bolshevism is the rule of an oligarchy winning the support of the lowest of mere breeders by promising them the savings and property of their betters.

In all democracies demagogues are promising the same things and are seizing capital to pay salaries of unnecessary officials. Excessive income taxes and inheritance taxes are confiscations of savings to feed the parasites who are the political machine of the ruling classes.

Bolshevism, the logical outcome of socialism, may yet spread over all the world and burn up all law and all civilization—all banking, all insurance, all education, all religion, all civilization.

The Western Allies, overwhelmed, would be responsible for the great and final disaster.

MARINE

Wooden Ship Losses.—The trouble that underwriters are experiencing with wooden steamers appears to be unending. A short time ago there was a considerable amount of surprise at notice of abandonment being tendered on the steamer "Roumanier" which was lying at Antwerp after being damaged by fire. According to the reports available the vessel did not seem to be very badly damaged, and it was imagined that an average claim of moderate dimensions would be the outcome. It was not until the vessel had been in port for some time that the possibility of a total loss was mooted, and practically all the information available at present points to the fact that the loss is occasioned by the difficulty of repairing her, rather than the amount of damage. The "Roumanier" is a wooden steamer of 2,227 gross tons, built in 1918, and insured on a value of £65,000. She is the fourth wooden vessel of the Lloyd Royal Belge to be lost since the beginning of the year, the others being the "Nipponier," "Serbier," and "Gallacier."—Policyholder.

A bill in Congress increases the federal tax on insurance placed with unadmitted foreign underwriters from 3 to 10 percent. This is prohibitory of course. Some say that the proposed tax would not increase the premiums of domestic marine writers and will decrease American shipping in foreign waters.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

***Get the Best Insurance While You Are About It
 It Costs No More***

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

**EDWARD E. POTTER & SONS,
 General Agents**

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

APRIL

A Useful Publication

In its 49th year

Entered at San Francisco Post Office in September, 1871, as second-class mail

SUBSCRIPTION \$3 A YEAR; MONTHLY SUMMARY SUPPLEMENTS 60 CENTS A YEAR

Sample Copies Free to any part of U. S., except San Francisco

NO FREE ADVERTISING

Ancient Insurance Policy

The earliest known insurance contract was made in Genoa, October 23, 1347. The document acknowledges receipt of 107 pounds of silver, renouncing "every advantage in law requiring proof of having acquired, accepted, or counted said money," and the signer declares that this silver or its equivalent in money, "I agree and promise in solemn covenant to return and restore to you or your acknowledged messenger by myself or my representative."

Then comes the condition in the second paragraph, which is thus, although it is not expressed that it is the condition of said undertaking:

"Being well preserved and sound in mind, that if your ship, called the Santa Clara, which is now being prepared in the port of Genoa, God willing, to go and sail presently to Majorca, shall have gone and sailed, having been navigated by direct route from the port of Genoa to Majorca, shall have arrived at that place safe and sound before the expiration of the next six months coming, then in that case the present instrument is null and void as if it had not been made. I personally assume all the risk and responsibility for said amount of money until said boat shall have arrived at Majorca, being navigated by direct route as above. And also if said boat shall be safe and sound in some other place, before said six months, the present instrument is likewise null and void as if it had not been made. And like-

wise if said boat shall have changed its course said instrument is null and void as if it had not been made."

So far, the maker admits receipts of a certain weight of silver, undertakes to hold it in trust at his own risk until the ship arrives, within the six months time; if it does arrive at its destined port or safely at any other, or "if it shall have changed its course," the instrument becomes void. Then comes another paragraph:

"In said manner and under said conditions I promise to make said settlement, otherwise I promise to you to pay and incur the penalty of double the stipulated amount of said money, together with restitution of damages and expense, which may arise on that account or be sustained in litigation, the aforesaid remaining secure under the pledge and security of my property, goods, and possessions."

The deposit is a kind of premium, to be returned if the insured ship reaches safety anywhere within the term covered, or if she changes her course, although there is no distinct provision that safety is to accompany the change of course. If the venture fails of success, the money is apparently to be retained; and the insurer promises that if he fail to make the return he may be sued for double the sum and any incidental damages and costs. The estimated value of the ship not being mentioned, the rate of "premium" is left to conjecture. The "policy" was a "valued" one, and the contract was a wager.

POPULATION

Douglas, Ar., has 9,916, increase in ten years 54 percent.

Chico, Cal., has 8,722 population, an increase of 132.6 percent.

Yakima, Wash., has 18,539 inhabitants by the U. S. census, a gain of 31.7 percent.

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND TENTH YEAR

SUN INSURANCE OFFICE
OF LONDON
FOUNDED IN 1710

CASH ASSETS	\$23,091,408 00
SURPLUS	13,991,760 00
TOTAL RESOURCES	32,691,408 00

United States Branch, 54 Pine Street, New York
P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE
INSURANCE COMPANY
Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President E. J. BOOTH, Vice President
H. E. EVERETT, Secretary

CASH ASSETS	\$1,950,400 05
CAPITAL PAID UP	400,000 00
LOSSES PAID SINCE ORGANIZATION	9,414,889 24

PATRIOTIC ASSURANCE CO. Ltd
OF DUBLIN, IRELAND
FOUNDED 1824

United States Branch, 54 Pine Street, New York
P. T. KELSEY, Manager

CASH ASSETS	\$1,611,870 09
CAPITAL PAID UP	500,000 00

Sun Underwriters Agency

CASH ASSETS	\$23,091,408 00
SURPLUS	13,991,760 00
TOTAL RESOURCES	32,691,408 00

P. T. KELSEY, United States Branch Manager
54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

CARL A. HENRY, GENERAL AGENT
SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco
AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00

ON April 1, 1907, after settlement of its San Francisco conflagration losses, the Fireman's Fund Insurance Company was rehabilitated with gross assets of \$5,300,000, reserve \$2,700,000, net surplus \$550,000, and policyholders' surplus \$2,150,000.

On April 1, 1920, with the increase in capital stock fully paid, the company has gross assets of \$22,500,000, reserve \$10,000,000 net surplus \$6,000,000, and policyholders' surplus \$9,000,000.

Volume 96
Number 5

MAY
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

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1918 and 1919 California Fire Premiums
Interinsurers' Members Sued
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Marine Decision on Sea Peril
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Two California Fire Decisions
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Government Life Insurance for Army and Navy Men
Paid Premium, Examined, Accepted but Not Insured
California Gasoline Clause Decision
Death of Harry Durbrow, Aetna's Marine Manager
Possible Agency Changes

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65
Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

F. E. ATKINS

CHESTER S. MYRICK

P. J. MARTIN

WILLIAM A. SEXTON



FIRE

MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



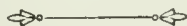
GEO. H. TYSON GENERAL AGENT
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SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Coast Review's Agency
UNITED PROTECTIVE SOCIETY
 (NOT AN INSURANCE SOCIETY)

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**A POLICYHOLDERS', DEPOSITORS' and INVEST-
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**A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVEST-
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Appraisers, Adjusters, Inspectors, Accountants, Special Experts and
 Counsel Employed

**INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
 INEXPENSIVELY**

Insurance and Other Corporation Reports Analyzed, and Condition, Age
 Litigation, Record, and General Reputation Classified by Numbers

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There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
 Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars
122 Halleck Street,
San Francisco

 **Our Card Procures the Insurance Agent an Audience**

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00

Net Surplus, 414,251 03

Total Assets, 1,579,366 87

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

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A. N. LINDSAY, Seattle, Washington; H. DUKINFIELD, Los Angeles, California;

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**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

LONDON & LANCASHIRE FIRE INSURANCE COMPANY, Ltd.

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American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

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Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion.

Riot and Civil Commotion, Use and Occupancy, Plate Glass,

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241 Sansome Street, - - San Francisco

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Grand Jury Folly

The Spokane grand jury opened its mouth and put its foot in it. The U. S. Grain Corporation says it, and exonerates its official, Max Houser, of all charges of profiteering as made by the U. S. Grand Jury. Investigation shows that Houser's flour mills made net profits of only 4.8 percent of invested capital. The grand jury had a hair-trigger mouth.

As usual the Kansas insurance com-

missioner leaps into the spotlight, and demands to know why the insurers shall not write in his state at the same rates as those in Idaho towns where there is a free for all fight.

Farmers National has entered New Mexico.

Of the making of laws and the interpretation thereof there is no end.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
DOUBLE INDEMNITY,
DISABILITY BENEFITS,
REDUCING PREMIUMS.

See the new Low Rates.

JOHN F. ROCHE, Vice-President

The Manhattan Life

Insurance Co. Organized 1850

66 Broadway, New York

Letters written by husband or wife to each other before marriage are not "confidential communications."

Spirit of the times—Ouija.

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

Statement of the ownership, management, circulation, etc., required by act of Congress August 24, 1912, of the Coast Review, published monthly at San Francisco, Cal., for April 1, 1920.

State of California, city and county of San Francisco—ss. Before me, a notary public in and for the city and county aforesaid, personally appeared E. H. Bacon, who, having been duly sworn according to law, deposes and says that he is the business manager of the Coast Review, and the following is, to the best of his knowledge and belief, a true statement of the ownership, management etc., of the aforesaid publication for the date shown in the above caption, required by the act of Aug. 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are: Publisher, E. H. Bacon, 122 Halleck st., San Francisco, Cal.; editor, E. H. Bacon, 122 Halleck st., San Francisco, Cal.; managing editor E. H. Bacon, 122 Halleck street, San Francisco, Cal.; business manager, E. H. Bacon, 122 Halleck st., San Francisco, Cal.

2. That the owners are: E. H. Bacon, San Francisco, Cal., A. M. Edwards' Estate, San Diego, Cal.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

E. H. Bacon, Business Mgr.

Sworn to and subscribed before me this 30th day of March, 1920. Charles Edelman. Notary Public in and for the city and county of San Francisco, State of California.

(My commission expires April 7, 1922.) (Seal)

'THE LEADING FIRE INSURANCE COMPANY OF AMERICA.'

Incorporated 1819

Cash Capital

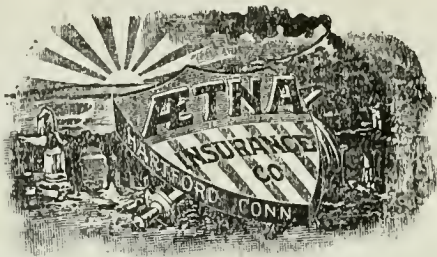
\$5,000,000.00

Net Surplus

\$10,705,995.47

**Surplus as to
Policyholders**

\$15,705,995.00



Cash Assets Now

\$37,144,626.00

Losses Paid

in 100 Years

OVER

\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

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(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920, \$50,590,485 33

Surplus to Policyholders, 18,128,807 40

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Los Angeles—E. E. PRICE, F. E. NAFTZGER, Portland—J. J. DENNIS, Spokane—GERARD
CLEMENT, Butte—CHAS. E. MILLER, Billings—C. S. ABBOTT, Fresno—W. W. GROVE,
Walla Walla—H. J. VALLENTYNE.**

MAY, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number five

Entered at San Francisco Postoffice as second-class mail matter

Settlement of 127,151 insurance claims, for death and total permanent disability, and representing a total value of \$1,135,-552,173.45 is announced by Director R. G. Cholmeley-Jones of the Bureau of War Risk Insurance. Only 5,119 claims are pending, and in these cases the claimants are beneficiaries in many instances residing in foreign countries where disturbed conditions render communication impossible.

o o o

Look out for more fires! Already the number of fires and totals of losses are increasing. Announcements of "20 per cent cut" in prices indicate that merchants are overstocked and that bills must be paid. "Nobody buying" says one merchant, explaining his reduction of \$8.50 shoes for workmen to \$4.50. In quite a few lines the production has more than caught up with consumption.

o o o

Additional business is reported by insurers generally, but the stationary point can not be far off.

o o o

Out of 35 more or less representative American fire companies, 26 reported an increased expense ratio for last year.

o o o

An inventor announces his new earthquake-proof brick, which interlocks with its fellow. When a quake occurs, the whole chimney will hereafter topple on the pedestrian beneath.

Some marine underwriters are now seasick.

o o o

The longest day of prosperity will come to an end like any other day. The shades of dull night will prevail for a time.

o o o

It is well to note that the National Convention of Insurance Commissioners unanimously passed a resolution that insurance companies are already bearing more than their share of state and federal taxes, and that any proposed increase would be opposed by state insurance departments.

o o o

The National Association of Agents doesn't seem to have much influence with non-board agents. More's the pity. Heigh-ho-Idaho!

o o o

In 1921 the United States will be "short" one million dwellings. Their values, old and new, may still increase.

o o o

On this Coast the weather continues unseasonable. The weather clerk is certainly unreasonable.

o o o

In the United Kingdom new life business is slumping this year. America must prepare for similar post-war conditions.

LIFE INSURERS IN COURT

FEDERAL

Shearer v. Farmers' Life Ins. Co., 262 F. 861.

Equity Grants Rescission as Restoration

Equity grants rescission of a contract obtained by fraud as a means of restoring the parties to their original situation, but will not permit it to be made a means of injustice, and will require the defrauded party to do equity to the other.

Buyer of Stock Whose Value It Had Destroyed Must Pay Actual Value

Where an insurance company was induced by fraud to purchase stock of another company, and had destroyed the value of the stock by transferring the assets and business of the latter company to itself, equity, on granting rescission, will require the buyer to pay the actual value of the stock at the time of its purchase.

Where Agents Buying Stock Knew of Facts Affecting Its Value, Buyer Cannot Claim Misrepresentation

Where the agents of an insurance company, who purchased stock of another company, knew of a report by an insurance commissioner discounting the value of certain securities owned by the latter company, the buying company had sufficient notice to put it on inquiry, and cannot rely on misrepresentations as to the value of those assets.

Rescission of Stock Purchase

Where the evidence showed that an insurance company, whose stock plaintiff purchased, listed among its assets many notes and mortgages given to it

without valuable consideration to enable it to deposit with the insurance department the required amount of securities, and that the security of some of them was insufficient, of which facts the purchaser had no notice, there was sufficient evidence of intentional misrepresentation to sustain a decree of rescission.

Insufficiency to Equal Par Value of Stock Does Not Establish Insolvency

An insurance company, whose assets exceeded its liabilities, and which was able to pay those debts as they matured, is not insolvent, though the excess of its assets over its liabilities was less than the par value of its outstanding stock.

BY THE COURT

In September, 1914, the Farmers' Life Insurance Company, a corporation of the state of Colorado, was conducting a life insurance business at Denver in that state. Its capital stock was \$1,000,000, divided into shares of the par value of \$3 each. The aggregate amount of the insurance it had written was about \$850,000, or about one-half of that which had been written by the Anchor Company. The evidence tends to show that it is necessary for a life insurance company to have about \$5,000,000 of insurance to enable it to maintain its required deposits, pay its expenses, and conduct a profitable business from its income; and, as the addition to insurance which a company has itself written of insurance already written by other companies does not materially increase its overhead expenses, and increases its insurance much faster than to solicit and to write it, the Farmers' Insurance Company was endeavoring to buy such insurance of other companies, by purchasing them or their property and reinsuring their risks.

Counsel for the Farmers' Company assert, and opposing counsel deny, that Shearer

and Wible and the Anchor Company were insolvent when the contracts were made and thereafter. There is no proof in these cases that either of them is, or ever was, insolvent. A corporation is not insolvent when the value of its property is far greater than the amount of its liabilities, and it is able to pay its debts when they mature, although the excess of the value of its property above its liabilities may be much less than the par value of its stock; and the finding here is that Shearer, Wible, and the Anchor Company were solvent.

There is no logical escape from the conclusion that neither the Farmers' Company nor the court can do equity in either of these cases by the restoration to Shearer and Wible of the stock in the Anchor Company which they owned, because the value of that stock when these contracts were made was \$52,836.09, and its value now is nothing. That value then was the value of the share of the value of the property of the Anchor Company represented by that stock. All the property of the Anchor Company has been taken and appropriated to itself by the Farmers' Company, and it cannot restore it. It cannot bring back to that company its business, its policies, its stockholders, its contracts of insurance, its premiums payable therefor, its agents; and the only way in which a court can grant just and equitable decrees for the Farmers' Company in these cases is on the condition that it requires that company to do justice to Shearer and Wible.

Let the decrees in these cases be reversed, and let decrees be rendered therein in accordance with the views expressed in this opinion.

Vested Rights Cannot Be Changed

It is beyond the power of a mutual benefit association to change or modify vested rights under existing policies, and to substitute a lesser amount, where a larger amount is due the policyholder.

No Valid Basis for Compromise

Where a court had adjudged that amendment of by-laws as to the amount payable by a mutual life society, not reserving right to amend, was ineffective as to prior certificates, there was no basis for a compromise for less amount with the beneficiary of a prior certificate, pending an appeal from the adjudication.

Cannot Retain Benefits of Deception

A court of equity will not permit a mutual benefit association to enjoy and retain the benefits of a deception in procuring a settlement, which the conduct of its officers induced, under the plea that they did not intend to deceive and defraud plaintiff beneficiaries; wrongful intent being presumed in such cases.

No Tender Back of Money Paid Under Compromise Necessary in Suit to Set Aside

In an action by a beneficiary against a mutual benefit association to set aside a compromise agreement as to the amount of money due under the certificate, it was unnecessary for plaintiff to tender or pay back money received on the settlement.

Donaldson v. Supreme Council
of Catholic Benevolent Legion,
180 N. Y. Supp. 598.

Distribution of Profits

In an action on a policy issued March 1, 1911, where it appeared insured died May 24, 1918, and premium due March 1, 1918, was not paid, exclusion of evidence as to the amount of profits earned by the policy at the end of 5 years, on the ground that the

policy provided for a distribution of profits only at the end of 20 years, was improper, the insurance commission having, before the policy was issued, forbidden a distribution period of more than 5 years; for, whatever the expressed language of the policy might be, the law would read it to provide for a 5-year and not 20-year distribution period.

Cole v. Jefferson Standard Life Ins. Co., 100 S. E. 893.

MARINE INSURER IN COURT

Perils of the Sea

Loss of an oil barge because while being towed in smooth waters within 30 minutes after starting on the voyage she broke under the weight of her own cargo, necessitating stranding, on account of initial defective construction, though she had been repaired by the insurer after a previous storm, was not covered by a policy against perils of the seas, fires, barratry, etc; the loss not being proximately caused by a "peril of the sea."

Gulf Transp. Co. v. Fireman's Fund Ins. Co., 83 So. 730.

Lessee company had the barge towed up Houston Ship Channel to Lynchburg, Tex., where she was loaded with oil and proceeded on a voyage down Houston Ship Channel to Port Arthur, Tex. After going a short distance, about 30 minutes after she started, and while in smooth and placid waters, she gradually began to settle, the oil began to seep out of the barge and make its appearance in the wake of the barge, and to prevent further sinking the captain "shoved her out of the channel in shallow water and anchored the barge and then proceeded to Galveston light to report." The captain left the barge anchored over night and, returning the next morning, states: "She was

resting on the bottom in about 12 feet of water." That he thereupon "pumped water out of her and she floated, and we got back in the channel and carried her back to Lynchburg."

BY THE COURT

Surely the contract must govern the rights and obligations of the parties, and, as stated by counsel for appellee, "an insurance policy is not a promissory note." It is certainly not our purpose to define the term "perils of the sea," or to indicate all the losses comprehended by a policy of marine insurance. Our duty in the case at bar is to determine whether the misfortune is an extraordinary or fortuitous accident against which indemnity is given, or an ordinary event which is not contemplated by the policy. Mr. Arnould, in paragraph 812, quotes from Lord Herschell as follows:

"There must be some casualty, something which could not be foreseen as one of the necessary incidents of the adventure. The purpose of the policy is to secure an indemnity against accidents which may happen, not against events which must happen."

And further:

"Rule 7 of the Rules for Construction of Policy in the First Schedule of the Marine Insurance Act, 1906, declares that 'the term "perils of the seas" refers only to fortuitous accidents or casualties of the seas. It does not include the ordinary action of the winds and waves.'"

In *Amer. & Eng. Ency. of Law* (2d Ed.) vol. 19, p. 1023, it is said:

"In considering what is and what is not a peril of the sea the question is whether the loss arose from injury from without or from weakness within."

In the case of *Sassoon & Co. v. Western Assurance Co. (England)* reported in *Ann. Cas.* 1912D, p. 1037, it appears that the leak through which sea water percolated was wholly due to the rotten hulk. Lord Mersey observes:

"There was no weather, nor any other fortuitous circumstance, contributing to the incursion of the water; the water

merely gravitated by its own weight through the opening in the decayed wood and so damaged the opium. It would be an abuse of language to describe this as a loss due to perils of the sea."

FIRE INSURERS IN COURT

CALIFORNIA

Rossini v. St. Paul F. & M. Ins. Co. 188 P. Rep. 564, May 3, 1920.

Findings Inconsistent

A finding that all of the property described in an insurance policy was destroyed by an explosion is inconsistent with a finding that a material part of the building fell as the result of a fire, and will not support a judgment exempting a fire insurer from liability on the ground that the damage was the result of the explosion.

Where Explosion Caused Fall of Building

Where a fire policy exempts an insurer from liability for loss caused by explosion, unless fire ensues, the insurer, despite a further clause that, if the building shall fall as result of fire, all insurance shall immediately cease, is liable for damage resulting from a fire ensuing upon an explosion, though the explosion caused the building to fall.

Explosion After Fire

Though a policy exempted an insurer from liability for loss from explosion, the insurer is liable for the whole loss where the explosion occurred after the commencement of the fire and was a resulting incident thereof.

"Premises" in Gasoline Clause Included Only Build- ing or Building Containing Insured Property

The word "premises" as used in a

fire policy declaring that the company shall not be liable for loss while there be used or allowed on the premises gasoline exceeding one quart, means only the insured building or building in which the insured property is situated, and cannot be construed as co-extensive with the lot upon which the building is constructed; hence the fact that 150 gallons of gasoline was kept in an underground tank on an adjacent lot is not a violation of the provision, and the insurer cannot escape liability on that ground.

Increased Hazard—Gasoline

A fire insurer cannot escape liability on the ground of increased hazard resulting from the keeping of 150 gallons of gasoline in an underground tank on an adjacent lot, where the hazard was not increased over and above that which existed at the time of the issuance of the policy; the term "increased hazard" denoting an alteration or change in conditions.

Continuing Existing Risks Not an Increased Hazard

A fire policy protects the insured against existing risks, and in the absence of fraud or concealment the hazard in respect to the risk assumed cannot be enhanced or enlarged by the mere continuation of the conditions and uses existing at the time the policy was issued.

Insured Can Sue Despite Assignment

Where an insured assigned sums due under a policy, empowering the assignee to adjust the claim and apply the proceeds in settlement of debts owing by the insured, the assignee secured no personal interest, and the

insured remained the real party in interest and entitled to sue on the policy.

**Increased Hazard Without
Control of Assured**

Where a fire policy exempted the insurer while the hazard shall be materially increased by means within the control of the insured, the insurer cannot escape liability on the ground of keeping a large quantity of gasoline on adjacent premises where such premises were not under the control of the insured.

Reversed. 188 P. 564.

—
Trial court found for defendant company, which contended that the building fell as the result of the explosion of a bomb or other explosive. Location 2104 East 9th street, Los Angeles.

—
KENTUCKY

Continental Ins. Co. v. Stratton, 215 S. W. 416.

**Payment of Premium by Check
Not Good Until Check Re-
ceived**

Under fire policy, exempting insurer from liability for loss occurring during default in payment of premium, payment by check of an overdue premium is not made until the check is received at the office of the company, cashed, and applied to the extinguishment of the premium debt.

**Lapse of Fire Policy by Fail-
ure to Pay Premium**

Where a fire policy provided that in case of non-payment of a premium installment the company should not be liable for loss during the default, and the policy should lapse until payment was made to the company in

New York, and, an installment having become delinquent October 1st, insured on the 11th mailed a check to the insurer, which was not received in New York until the 15th, the property having been destroyed by fire on the 12th, insured could not recover on the policy, which had lapsed and not been reinstated.

**One Instance, To Establish
Custom as to Overdue Prem-
iums, Insufficient**

A single prior instance of accommodation and indulgence granted insured by a fire insurer on the payment of an overdue premium held insufficient to establish a custom to accept installment premiums after they were due.

**Necessity of Return of Prem-
ium Notes After Lapse of
Policy**

Where by a fire policy and premium note the insurer had the right to retain all premium notes and to collect a part of them equaling the earned premium to the date of lapsing of policy, it was not under necessity to return notes to insured before the policy became suspended, in order to avoid liability thereon for a loss after its lapse.

—
“Insured” made out a check dated September 26, in Ohio co., Ky., to pay \$6.91 due. He says he duly posted the check to the home office, which received and cashed it on October 15, fifteen days after premium was due. Fire occurred on October 12. There was no evidence, except insured’s statement, as to when the check was mailed.

Insured had given his note for \$27.64 for the four deferred payments of \$6.91 each. Company declined to pay the policy, \$350. Judgment of lower court was for plaintiff. Continental appealed.

Circuit court of appeals of Kentucky, reversing, said

The unusual situation which the facts present makes this a hard case, but the neglect of Stratton alone is responsible for his loss. Under the agreed state of facts it appears that the judgment of the court, to whom both questions of fact and law were submitted, should have been for appellant company. The appeal prayed is granted, and the judgment is therefore reversed, for proceedings consistent with this opinion.

Just why a man with property gives a note for a premium for a policy exempting liability for loss during a "default" puzzles our Investment editor. It is a one-side contract, he says, as the insurer can sue and collect for the time when there was no liability.

CALIFORNIA

Seccombe v. Glens Falls Ins. Co. 188 P. 305

Failure to Render Preliminary Proofs of Loss Bars Recovery

Failure of the owner of insured property to render preliminary proofs of loss to the insurer as required by the policy bars a recovery on the policy under a provision thereof that no suit or action for the recovery of any claim shall be sustained until compliance with the requirements therein.

Held Not to Prevent Recovery by Mortgagee

An insurance policy, to which was attached a union mortgage clause making the loss payable to the holder of a trust deed, held to contain in effect two contracts, one with the owner and one with the mortgagee, on whom no duty of furnishing proofs of loss was imposed, and to permit a recovery by the mortgagee notwith-

standing failure of the owner to furnish such proofs as required by the policy. 108 P. 305

Builders' Risk Clause

Where builder's risk clause providing that the policy was to cover the building only while it was being constructed, was attached, as a rider, to policy insuring building against fire for a term of one year, and insured accepted policy when delivered with rider so attached without reading policy, though a lawyer and experienced in matters of insurance, insured was not entitled to have policy reformed so as to cover building for a term of one year upon ground of mistake.

Where "builder's risk clause," stipulating that policy was to cover property only while building was in process of erection, was attached, as a rider, to fire policy insuring building for term of one year, the building was covered by such policy only while being constructed.

A builder's risk clause, attached as a rider, to a fire policy, and providing that the building was to be covered by such policy only during process of construction, held a valid condition under Insurance Law, § 121.

Metzger v. Aetna Ins. Co.,
125 N. E. 819.

For bravery at the Lincoln hotel fire three Seattle firemen have been presented with gold watch-charms engraved. The donors are three business clubs.

Seattle.—Open shop on the water front.

MISCELLANEOUS INSURERS IN COURT

Cancellation—Notice

If a notice of cancellation is mailed to assured at his latest address appearing on the company's record, with check for unearned premium, that is sufficient; the assured assuming the risk of due receipt of the notice.

Under a policy authorizing cancellation by written notice to assured "mailed to his latest address appearing on the company's record," it is the duty of the company to see that its records correctly set forth the facts as to his address communicated to it by assured, and it is held to the same measure of responsibility as if it had done so; and if from negligence, or other cause not chargeable to assured, its records do not correctly state the address given by assured, notice of cancellation mailed to such incorrect address as appears on its records is insufficient.

Wolonter v. U. S. Casualty
Co., 101 S. E. 58.

States a Cause of Action

Amended petition, in action on policy covering "bodily injury sustained * * * through accidental means * * * resulting directly, independently and exclusively of all other causes in death," alleging that, after deceased recovered from appendicitis and an operation therefor, an "embolus," which is an infinitesimal particle of foreign matter, accidentally became attached to surface of open wound, and, accidentally and exclusively of all other causes, separated therefrom by reason of a jar, and

caused death, stated a cause of action.
Pacific Mut. Life Ins. Co. v.
Meldrim, 101 S. E. 305.

Freezing

Evidence that insured went hunting and was found the next morning lying on his back with part of one leg in a marshy hole and his body frozen, etc., held not to sustain a jury finding that death was proximately caused by getting his foot caught, but to establish death by freezing, under policy restricting recovery to one-eighth the usual amount in such an event.

Continental Casualty Co. v.
Hardenbergh, 83 So. 278.

Covers the Several Property

Burglary, theft, or larceny policy, naming several persons living in the same house as the assured, though in form a joint policy, held to cover the several property, as well as the joint property, of such persons.

Owner Can Sue

Owner of property named, together with several others living in the same house as the assured, in burglary, theft, and larceny policy, providing that the release of either the assured or the actual owner of the property should relieve insurer from all further liability, could bring action for theft of pin without joining the others named as assured, as plaintiffs.

Emery v. Ocean Acc. Guarantee
Co., 176 N. W. 566.

It is estimated by an authority that 9,000,000 human beings were slaughtered on charge and conviction of witchcraft.

FIRE

The Atlas Assurance Company Now Has Some 33 Million Assets

The usual good fortune attends the operations of this 112-year-old British company. Resources, reserves and premiums have been increased notably.

The total assets are now \$32,892,645. Deducting the life and annuity funds the fire and general funds amount to \$19,503,465. The capital paid up is \$1,320,000; the uncalled subscribed capital is \$9,680,000.

Premiums in the past year amounted to \$10,342,530. Losses were \$4,230,360, or only a little more than 40 per cent of the premiums.

The United States branch has \$4,489,759 assets, a gain of over half a million. The surplus is \$1,353,338, a handsome gain. Premiums for the year were \$3,448,258, a gain of \$568,176. There was a fine underwriting profit.

The Pacific department is in charge of Manager Frank J. Devlin, who is assisted by T. H. Palache. The underwriting record of this department is first class. Business stays with the company and new connections are regularly made.

National Board Engineers' Report

Sprinkler protection in San Francisco is small; in congested value district a large proportion of construction is non-fireproof brick. In this district, however, one-third of the buildings are fireproof. Fire protection is good and materially reduces the probability of fires extending. High winds, with two exposures, are a special fire hazard in this district.

High winds also augment the fire hazard of the solidly built frame mercantile and dwelling sections west and southwest. Shingle roof dwellings add

to the hazard of the other sections.

Thus report the expert engineers of the National Board after inspecting San Francisco. But the active competition for this city's insurance will continue unabated.

No company had to be non-board last year to make an underwriting profit; and no non-boarder had to cut rates in order to get its "share" of business.

Items

N. S. Bartow succeeds Geo. W. Burchell, retired, as president of the Queen Ins. Co. of America, of New York. Mr. Bartow has served the Queen as clerk, inspector, special agent, secretary and vice president.

The Texas ins. dept. has ruled that noon in the Texas standard policy means noon "according to standard time." These words will be stamped on present policies and printed on policies hereafter.

The Knickerbocker of New York has been admitted to California. It is one of the Corroon companies, and has \$916,739 surplus to policyholders. It is a merger of two companies.

The new Peninsular Fire has applied for admission to California. Capital \$838,893, net surplus \$420,657.

Vice President Wm. F. Howe, of the Connecticut Fire, who has been in the insurance business for forty-five years, has retired. For over thirty years, Mr. Howe has been with the Connecticut, as special agent, general agent, assistant secretary, secretary and vice president.

Secretary John A. Cosmus, for fifteen years with the company, has been elected vice president. Secretary F. W. Barnes also has been elected vice president of the Connecticut.

Sexton's book "Fire Insurance"—50 years experience—is the only book giving a broad view of the principles and practices of fire insurance. Price \$1.00 at Coast Review office.

GENERAL

American Shipbuilding

In September, 1919, the twelve months output of American ships was 4,258,000 gross tons, which beats the whole world's previous record.

Overseas Shipments

American shipping overseas was 8,610,226 tons last year against only 745,242 tons in (fiscal year) 1914.

Foreign shipping was about 25 percent less in 1919 than in 1914.

The grand total was a gain of about 6 percent.

Gold Production is Falling Off—The Producers Should Receive a Bonus

Here is an evil which must be remedied. Gold is the measurer of values and can neither be more nor less. It is not a commodity which rises or falls in value. It is not to be hoarded or held for higher prices. The price of the \$20 gold piece is always the same, but its purchasing power rises or falls.

At present prices for labor and mining materials, the cost of "growing" gold has increased 50 percent in California. Many gold mines cannot now be operated except at a loss.

What is the effect? The production of gold in this country has fallen about one-half. All the gold produced is absorbed by the arts. There is no gold for coinage—none for money.

Paper money or inflation has made our dollar worth only 50 cts. Gold-mine owners and miners are sufferers. They cannot increase the price of their product as others do to meet increased costs.

This great injustice may be partly remedied by paying the gold producers a bonus on all new gold. That is simple justice.

It is now proposed that all gold used in the arts shall be taxed and the proceeds of such taxation be paid the gold-mine owners as a bonus for new production. With such bonus they will be able to pay current high wages and keep their mines in operation. The increased output will increase the gold reserves on which our paper money is based.

The proposed bonus is \$10 for every newly produced ounce.

The retention of ownership of the S. B. vessels by the government will not help American marine insurance; for government operation of ships will not succeed, cannot. There will be deficits and depreciation, and an increasing amount of cargoes will be shipped in foreign bottoms. With private ownership there will be competition and cargoes and much marine insurance placed here. Politics works ever against reason and justice, and politics is behind every effort to continue government ownership and operation of the S. B. craft.

Portland, Or.—J. Henry Albers of the Albers Mills Co., sentenced to three-years for pro-German remarks derogatory to the American Government, in public, is circulating petitions for a pardon.

The reign of war King Lie still continues.

\$3.60 PER CAPITA AMERICAN FIRE LOSS

—

Not Less Than 397 Million Dollars Fire Loss in This Country Last Year

The past year was a very favorable one as regards the fire underwriters' experience, with a large premium income; but fire losses were about the same as in 1918.

The amount of property losses is unknown. There is no record; but we can gather an approximately correct total from the reports of companies, mutuals, lloyds and interinsurers.

Excluding the marine losses, the stock company losses were about \$235,000,000, and the mutuals and the like, \$30,000,000 losses. Here is a total of known insured losses amounting to \$265,000,000. But what is the total of uninsured losses? Nobody knows.

In fully protected cities, where there is much soliciting for business and entire willingness to write the risks by the underwriters, the proportion of uninsured losses is not large. But in the small towns, the villages and in the country, where every loss is likely to be total, and where rates are high and even prohibitive, the proportion of uninsured losses is large. How large can only be guessed. Probably the uninsured total equals the insured total.

There is much uninsured property belonging to big corporations who "carry their own insurance" This total of "self-insured" is increasing.

Let us assume that the total of un-

insured fire losses of this country equals half of the insured losses or one-third of the grand total of property losses by fire—which is certainly a reasonable assumption—the GRAND TOTAL of American FIRE LOSSES in 1919 was \$397,000,000. With a population of 110 million the loss per capita was \$3.60.

An insurance company is born every day.

Forgery and Check-Raising Are Easy

It is not very difficult for an expert penman to so imitate any man's signature as to defy detection.

All he needs is similar ink and the same kind of pen and a few trials.

A bank cashing a forged check is liable to the depositor for the amount paid.

The paying teller carefully scans the signature to the check and glances at the amount.

Nowadays check alteration or "raising" is the more common method of defrauding. Banks are seldom found liable for losses by check raising, unless the work is "raw."

Special care should therefore be taken in the writing of a check. Begin close to margin, leave very small necessary spaces, draw lines through blank spaces, place figures close to \$ mark, typewrite only with a special typewriter (ordinary typewriting fades in the sunshine), preferably use the latest approved check machine, do not erase but correct with a new check, and always remember that a professional check alterer can "raise" any check, with the aid of acids, presses, perforation fillers, perforators, washes

tintings, water markings, etc.

Check alteration losses now amount to \$100,000 every banking day in this country.

Take out check-raising insurance, such as is issued by the Fidelity & Casualty and other companies. Be safe rather than sorry.

Mutual Exemption Laws Invalid

The Minnesota supreme court has ruled that classification of property for taxation must furnish a reasonable ground for a distinction; that the amount of compensation paid to any one officer furnishes no proper basis for classification of such officer's company for purposes of taxation.

In case at bar the law exempted the fire mutual from taxation on premiums if it paid no officer more than \$2,000 salary.

It is stated that insanity in Kansas has increased 108 percent in seventeen years, while the population has remained stationary.

Still Increasing—Double Insurance Should Be Carried

The amount of life insurance written continues to increase this year. At this rate of progress, the purchasing power of the gross amount written will soon equal that written prior to the great war.

All varieties of business written are increasing in volume, except marine insurance. Great gains in amount at risk are reported by fire offices, but we are not ready to say there has been any marked gain on the basis of values measured by purchasing power. If the dollar is really a 50-ct dollar, the

amount at risk should now be double what it was three years ago.

Agents and brokers should urge double insurance of every kind, which is necessary to give protection equal to that of a few years ago.

Bank Embezzler Sentenced

Seattle. — Ralph J. Hennessey, late teller of the Bank of California, pleaded guilty of embezzling \$7,374.22 of the bank's funds and was sentenced to one year on each of six counts of his indictment, and six months on the seventh—eighteen months all told. Hennessey stole commercial paper and sold it outside.

Casualty companies will have to prepare to write fire business also when the fire underwriters are authorized to write other casualties, such as breakage, bustage, hurtage, etc.

Star Insurance Company of America

Every year shows an advance in the assets, the premium reserve, the net premiums and, of course, total income; and every year's reports show a profitable business.

Last year the premium income nearly doubled, advancing to \$1,205,112. The premium reserve was increased nearly \$400,000, and the income was about that much more than expenditures.

The Star has \$400,000 capital and about as much net surplus. It has very wealthy interests behind its contracts. The Pacific department is in charge of Manager Thomas H. Anderson.

Gold makes all bold.

MISCELLANEA

World's Gross Tonnage

The following statement shows the world's merchant shipping, according to Lloyd's Register returns, on June 30, 1919, and on June 30, 1914, before the outbreak of war.

Flag	1919	1914
American . . .	13,091,773	5,368,14
British . . .	18,607,875	21,045,048
Japanese . . .	2,325,266	1,708,386
French	2,233,631	2,319,438
Norwegian . .	1,857,829	2,504,722
Dutch	1,591,911	1,496,455
Italian	1,370,097	1,668,296
German	3,503,380	5,459,296
All others . .	6,337,519	7,519,716
Total	50,919,273	49,089,552

Since June 30, 1919, British Shipping has increased approximately 1,200,000 gross tons, while American Shipping at the present time is approximately 15,800,000. When the German tonnage is finally distributed according to the treaty, it will be reduced to less than 700,000 gross tons of coasting trade ships while the total under allied flags will be proportionately increased.

In 1914, the American tonnage registered for the foreign trade was only 1,076,000 gross tons, while in March, 1920, it has increased to 9,200,000.

The increase in gross tonnage would be of little significance if the ships lay idle at the docks or anchored in harbors here or abroad. Merchant ships are valuable as the instruments of commerce, and their voyages rather than their gross tonnage (entire cubical capacity, including engines, boilers, machinery, bunker coal, etc.) are the real evidence of their usefulness to the country. The clearances of American ships in overseas trades, is the record of their activity and is expressed in net tons (the space available to carry cargo or passengers).

Life.—Gordon W. Hay has been appointed "superintendent of production" by Mana-

ger Hathaway of the Mutual Life. Mr. Hay's territory includes five counties—San Francisco, San Mateo, Santa Clara, Alameda and Contra Costa. He will assist agents in this district and thus increase production, and cooperate with Supt. of Agents Bandy.

That Ancient Marine Policy

San Francisco, May 14, 1920.

Mr. E. H. Bacon, Manager,

Coast Review,

122 Halleek Street,

San Francisco, Calif.

My dear Mr Bacon:—

I was interested in reading your comments on the Ancient Marine Insurance Policy dated October 3, 1347, but wonder if you have accurately interpreted the rate in your comment. As it occurs to me, if you would mentally reverse the first clause of final paragraph of contract interpreting it as meaning "I promise to make settlement in said manner and under said conditions" it would, I think, more clearly indicate to a present-day writer that it means "Should the vessel have arrived at Majorca safe and sound within six months or safe and sound at some other place this instrument is null and void, as if it had not been made." In other words, the premium would have been earned with no responsibility or loss payment, "but otherwise I would pay double the stipulated amount of said money together with restitution of damages and expense which may arise on that account or be sustained in litigation."

Under this interpretation the rate would be 50%, which is not a high rate for a gamble, and, indeed, matters had not much improved in the next 350 years according to a policy which I now hold, issued November 7, 1782, by which a line of £400 was insured on merchandise on the good ship "Congress" from L'Orient in France to a port of discharge within the U. S. at a rate of 40%.

Yours very truly,

WM. J. DUTTON

Too much education may fetter thought.

2-Platoon Wins

San Jose, Cal.—This Valley city has voted 5 to 1 in favor of a 2-platoon fire system. Police and politician worked hard to help the firemen to have more firemen and shorter hours.

Real Live Wire Auto Man

He lives in San Francisco. His name is Alexander G. Sommerville, and he is or was in business on Gasoline Row. In short his vocation is that of an auto dealer and his avocation appears to have been "trimming."

Sommerville now pays no house rent.

It is said that among his methods of "raising the wind" was to date checks ahead and exchange them for his "friends'" checks dated today, saying there will be funds when you bank it.

A more profitable way was to insure an auto not delivered, show a fake contract paying monthly, and later file a claim for a "stolen" auto, asserting that the "buyer" had fled to parts unknown. Then he would collect from the insurer—but not too often.

Edward Brown & Sons have planted the Globe & Rutgers at Manila, with the Pacific Commercial Co. Arthur Brown did the planting.

Rudolph Herold, Jr. very kindly called and adjusted the Coast Review loss at the "\$100,000 fire" of May 6. He discovered losses which had escaped our vigilance, especially the smoke damage. Thanks! call again.

C. C. Wright, assistant secretary of the Fireman's Fund left for Dallas, Texas, May 7, to establish a Texas farm department of the company under State Agent J. H. Snell. Edward Randall, general auditor of the Fireman's Fund will join Mr. Wright at Dallas on May 12, to assist in the technical details of establishing the new department.

Honolulu.—The directors of American Factors Limited announce with deep sorrow

the death of their esteemed treasurer, Robert Clement Walker, on Monday, April 19, 1920, at Honolulu, Hawaii.

California 1919 Marine Totals

Premiums,	\$7,451,075
Losses Paid	3,185,296
Losses Incurred	5,529,564
Ratio Paid	42.7
Ratio Incurred	74.2

Dwelling Fires

The N. B. Actuarial Bureau finds that American dwelling fire losses are 22.6 percent of the known total for 1918. The number of reported dwelling fires was 210,740, as against 232,021 in 1917. The average of dwelling fires daily is 610.

Unknown causes of fires were 23 percent of total.

Exposure causes rose 16 percent.

Defective chimneys were 12.4 percent; electricity, 6; lightning, 7.5; sparks on roof, 7.1.

Incendiarities caused only a little more than half of 1 percent—that is, known incendiarism—so that element of cost need not be considered as to dwellings.

Monthly dwelling fire-losses may be said to average \$6,000,000 a month.

Automobile

Assist. Secty. Wright will go to Atlanta, Georgia, to attend the semi-annual meeting of the National Automobile Conference. On the return trip, he will stop at Little Rock, Arkansas, to visit the general agency of Coates and Raines, which represents the Fireman's Fund in Arkansas, and arrange while there to start writing automobile business in that state. This business will be reported to the Dallas office of the Fireman's Fund.

The new West American Automobile & Fire of Los Angeles is owned by distributors of automobiles. They have money to burn.

Marysville, Cal., reports a series of five burglaries. Hobos are suspected.

SUPERSPECIALISTS

From an Address Delivered Before the Associate Members of the Fire Underwriters' Association of the Pacific, April 26th, 1920, by Mr. John A. Carlson

"Nothing revolutionary seems to have come out of the proposal made in London several months ago that the medical men of that metropolis organize to form a doctors' union. On this side of the water the idea is not one that would appeal to the general practitioner; but specialists in many parts of the country, particularly in large cities, so arrange their work that they have what is virtually a medical and surgical specialists' union.

"To illustrate: At least one American medical center has arrived at such a height of specialization that a group of local experts have divided the human throat into three sections, zones or spheres of influence.

"Specialization in medicine and surgery is merely one application of the useful principle of the division of labor. Suffering humanity owes an untold debt to the specialists; but it is none the less true that specialization has its limits, and beyond those limits lies the Land of Bunk."

This article appeared in the Saturday Evening Post of January 17th. It arrested my particular attention because it carries a special message for Insurance men. For many years we have been told that this is an age of specialists; the expert has been placed on a pedestal in the public opinion. It has led to a condition where many professions, arts, trades and businesses have been over-refined; the tasks are too finely subdivided and the important element of teamwork is lost sight of. It isn't only specialization in medicine and surgery that has approached the limits of the "Land of Bunk." We Insurance men—and please note I do not say fire insurance men—have but lately realized that our specialization in, or rather, the limitation of our activities to the fire insurance department of our business has also limited our usefulness. This narrow conception of the insurance field has only obtained in America. Our British and other European competitors have long enjoyed a wider vision, and consequently built up companies and associations and business methods which we may rightly envy and strive to emulate. It took our participation in a world war to awaken us. The enormously increased demand for marine insurance consequent

upon the rebuilding of the American Merchant Marine caused many of our fire insurance companies to enter that field. In so doing we have been brought into competition with foreign underwriters who are giving us a liberal education in the modern practice and principles of insurance. Due in part to an absence of legislative restrictions such as have handicapped American companies, the British and Continental insurance organizations have been building up their business for many years in all classes of indemnity and in all parts of the world. That method of doing business has secured for them a spread or average to work upon that is not wholly geographical. The spread of business as to classes of insurance other than fire has enabled them to successfully withstand conflagration losses that have been disastrous to some American companies. Fine examples of this may be gathered from the San Francisco fire losses of 1906. While a few American companies either fell by the wayside or were rescued by heavy assessments on optimistic stockholders, or the issue of new capital stock, the British companies generally paid their losses from the combined accumulated surplus funds of their fire, life, casualty, marine and miscellaneous insurance operations. Just why the insurance men of this country have not developed their business along broader lines is not quite clear. It cannot be altogether due to that old bugaboo—Legislative Restrictions—because all legislation is, after all, a reflection of public opinion, and public opinion on matters of insurance can be largely influenced by the men in the business. The apathy of the fire underwriters has rather been due to self-satisfaction, a smug belief that as insurance men we were a class apart. I am a young man in the business, so it isn't so very many years ago that in common with 99% of the Special Agents I spent a lot of time telling local agents and other business men that I was a FIRE insurance man, with special emphasis on FIRE. We considered it an outrage upon our dignified calling, profession or whatever you term it, to be classed with life or casualty insurance men. Happily that condition has changed, and the live Special Agent is now a hustler for many of the lines he formerly affected to despise.

This really brings me to the point, or plot, of my story. It is a plea for you all to realize your duties and privileges in connection with the present trend of our business. While it is true that legislative restrictions do hamper our companies as to many classes of business, that handicap will be removed. The

time is soon here when the insurance business of this country will be unshackled, and depart from its policy of superspecialization in fire and other lines to broader usefulness and better security for the policyholders. We fire insurance men must prepare for it and can best do so by giving more attention to those branches of the business commonly termed "side lines." These lines are increasing in importance yearly; not only from a premium income standpoint, but what is more important just now, in breaking down the old narrow conception of a fire insurance company's range of activities.

INITIATIVE

FROM A PAPER BY HENRY B. TICKNER, READ AT THE 44TH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC

Perhaps in few other lines of endeavor is the new man in the business given so early an opportunity for developing his initiative to take on responsibility as in Special Agency work for an Insurance Company. The doctrine is instilled in his mind by his officers whose success was through individual effort and the power to take the lead and set afoot their ideas which made for better production and general conditions in the fields they have supervised.

Special agency work is the beginning of an education and career which has no peer in the business world if the man gets the idea, namely, to develop himself, bring out the best that is in him, work with the one thought of making his progress a constant unfolding of his character and the inherent aggressiveness and enthusiasm which should be in every one. The officers will hold the reins during the initial schooling period, but they are rightfully impatient, and if a man will succeed it must be through his own initiative; no other road to success is possible. There are some to whom initiative is instinctive; they are, if well-balanced, the natural leaders, but this trait perhaps now suppressed or held back in others by lack of opportunity for development, can be brought out by self-analysis. Following the bright ideas of others is a guide and help, but is only a step in his progress, as the real start is within himself.

Enthusiasm

The Special Agent goes out imbued with enthusiasm for his office or company, and the fuel for his initiative must be love for his work, the incentive of direct production of premiums, and an ever-growing enthusiasm which will force him through the dry details of the work and carry him onward to a higher station in life. He is under observation at all times, and every bit of work with his agents, the handling of losses, premium production and the complications of the business constitute the examination on which he is judged, not only by his own office but by his competitors, who have their eyes open to his development.

Happy is the Special Agent in being employed by a company which is willing to overlook to a certain degree the to-be-expected errors which a new man will make, for kindly criticism will not blunt the initiative which may have prompted the mistake. It is a matter of elemental psychology, and the manager who cannot study his Special Agent and improve him by proper guidance and help has made a mistaken selection, or is lacking in real leadership. In the last analysis, of course, the seeds of success lie in the man himself, but my thought is that a field man's initiative may be stunted, perhaps lost, if not helped along by sympathetic co-operation from the directing officers.

The foundation of initiative is physical and mental well being. We should not subordinate everything to work, but must take mental and physical relaxation, which will keep us in shape for constant effort. I have read somewhere that "Energy is the very central power of character in a man. In a word, it is the man himself. Hope is based on it, and it is hope that gives the real perfume to life. Nothing that is worth while can be achieved without hard work. The timid and hesitating find everything impossible, chiefly because it seems so. It is pluck, tenacity, initiative and perseverance which win." Initiative is not nerves, but ambition, enthusiasm and happiness in doing the daily work. A clever advertising card reads, "The City of Happiness is in the State of Mind," but this must not become a condition of satisfaction coupled with contentment, for when contented with our efforts, initiative dies and progress stops. Not having a direct monetary return from the results of his organization and development of the field, the call for initiative is greater than if the field man were compensated by a ratable commission on the net profits of his efforts. Perhaps this may come in time, but now the reward must be looked for in the results achieved which will bring future advancement and responsibility.

Success

The field is his, either to nurse along, taking the natural and consequential growth which every territory should have, or by using his inherent force, to analyze the possibilities therein and command the situation as to agencies and the changes to be made for improvement, to lay the foundation for a characteristic of business success which almost alone, with sound common sense and mental balance, and an ability to grasp essential details, will eventually land him at the goal which all fieldmen strive for. Not only must he develop his initiative, but his work is laid out in all his agencies. Success in the training of agents in a spirit of co-operation with himself and his ideals depends to a great degree on his ability in handling men. Difficulty in securing this result should lead to a study of himself, his methods, attitude and example. A Special Agent must at all times set an example to his agents of industry, zeal and initiative if he is to expect these qualities in his representatives. Agents are of all kinds, and not always the most favorable material for educating, but this obstacle is in itself a lesson for the fieldman and will help in

self-development. Criticism of those in authority in his Company or Rating Bureau will ruin any organization he is building up, for destructive criticism is contagious and will kill the initiative he has previously instilled in the agency force. A most important thing is to know men thoroughly; their peculiarities, abilities, weakness and character, and then use all his initiative to interest them through personal contact in working with him and his company, as distinguished from working for him and the company. He must instill the power of initiating new methods of securing business and impress his personality and enthusiasm for production and growth so that his agents collectively will make for his success and keep him well above the average fieldman. It is the impression he leaves with the agent which brings the growth of success or the failure of being only one among many. The results prove the rule for the successful man brims with initiative and aggressiveness.

Initiative is developed by observing and learning from others either in the same line of endeavor or in some other business calling for executive ability. His field for education is boundless and yet all bound up in himself, for, as the university shows the way to a man's improvement, to his own initiative lies his mental growth.

Advertisers

An executive is not one who neglects details; he is one who knows those which are significant. One may grow tired of detail and become partial to the relaxation which thrusts itself so invitingly before the man who is losing initiative, and whose enthusiasm is slowing down. The remedy is hard work and then complete relaxation, thus by rest preparing for the plans of tomorrow. The successful overcoming of obstacles, the constant lookout for opportunities to better conditions in the field, and the desire to assume more responsibility, make for constant growth.

The profession of advertising is the art of transmitting your initiative to the reader who may not be at all interested in your propaganda. It is the transfer of your aggressive promptings to a mind taken up with thoughts possibly foreign to your one idea. Success in this line takes the highest type of initiative, for it means concentration with a definite result in mind.

We are traveling advertisers, and, rates and other conditions being equal, must depend for our success on the enthusiasm, confidence and pride in our company connection which (in slang parlance) we "put across" to our agents. It is seldom the custom of a successful fieldman to really ask the agent for business. He endeavors to instill in his representatives the same feeling of loyalty and confidence, respect and good-will toward the company and its officers that he himself has, and thus business flows in the direction his initiative has planned it should. It is thought and self-enthusiasm transference in a way. You can't sell what you don't thoroughly believe in, and special agency work is really selling confidence, efficiency and enthusiasm, and the delivery is the standing and service of the company.

State of Mind

Coming back to the "State of Mind" thought, I am reminded of the attitude a new man, fresh from city life, may take toward the development of, say, a sagebrush country just coming under irrigation. If there is anywhere a more desolate and hopeless sight from a fire insurance standpoint than the homesteader's cabin and straw-covered lean-to barn and the nearby shack town, I don't know what it is, but one who is not intensely interested in this picture and the pioneers creating it, who are the substantial men of the future, needs to get in touch with the object and meaning of his work—the whole idea of his being on the ground for his company to initiate means for an agency foundation, if not now, then eventually. He must have entire sympathy with the atmosphere he is in and be sincerely interested in the people, their ideals, hopes, viewpoints and troubles; otherwise he is not in the right state of mind to put his ability, energy and initiative to work.

When all is said and done, each of us is his own power plant and must depend on its machinery for his advancement. Ambition and hope is the fuel, initiative is the spark; without the spark there is no power nor movement—no success.

A representative of the Inspection Bureau discovered a novel system of fire alarm in an isolated manufacturing plant recently. He observed cannon firecrackers distributed at intervals about the premises, and inquiring of the manager why they were there, was informed:

"You see, if fire starts anywhere in the shop the firecracker will explode and wake up the watchman."—California Knapsack.

California Standard Policy Decision

There are so far not many rulings under the standard form which followed the Great Fire, nor are they very important.

In a recent case the gasoline and increased hazard clauses were under consideration; also the meaning of "premises." There was a buried tank of gasoline on the same lot but it did not explode and the insured, though formerly with control, had no control at the time of the fire.

In this case the California supreme court held that the keeping of gasoline upon the contiguous premises cannot be held to have effected a forfeiture under the "increased hazard" clause of the policy unless it was in fact an "increase" of hazard over and above that which existed at the time of the issuance of the policy. "The term 'increase of hazard' denotes an *alteration or change* in the situation or condition of the property

insured which tends to increase the risk' (italics are court's), and ordinarily refers only to such hazard as results from physical changes in the insured property after the issuance of the policy.

The court continues:

The view which we have taken as to the insufficiency of the evidence and findings to warrant a judgment for the defendant under the provisions of the "gasoline" and "increased hazard" clauses of the contract makes it unnecessary for us to discuss and decide the question of whether or not the "increase of hazard" clause of the California standard form fire insurance policy is limited in its operation by section 2755 of the Civil Code, which provides that a contract of fire insurance is not affected by an act even though it increases the risk, unless the act violates the provisions of the policy.

Board's New President

Manager A. W. Thornton of the London Assurance was elected President of the Board of Fire Underwriters of the Pacific at the annual meeting held at Monterey this month.

H. P. Blanchard, secretary of the Fireman's Fund Insurance Company, has been elected secretary of the San Francisco chapter of the National Fire Protection Association which was organized April 19.

LUMBER PLANT

Bay Point, Cal.—Coos Bay Lumber Co. plant here burned with loss of \$150,000. Over two million feet of lumber, tramway and derricks and twenty-five freight cars were destroyed.

A motor truck used in moving lumber in the yards was noticed spitting sparks on the previous day. It is believed that sparks dropped into some sawdust and started the big fire at 1 a.m. It was three hours before the flames in the lumber piles were controlled.

The automobile department of the Glens Falls has been given to Bentley & Waterman, as planned some time ago.

New York.—Alden O. Noble, secretary, has been elected president of the Merchants Fire Assurance Corporation, to succeed Edward L. Ballard, who organized the company. Mr. B. continues with the Merchant as chairman of the board of directors.

Vice President Dickinson of the Glens Falls is in San Francisco.

The Knickerbocker goes to Bank of Italy.

Michigan requires return of part of surcharge.

The Phoenix Mutual Life has reduced dividends about 16 percent.

Los Angeles life men want a law licensing only full-time agents. But life men never get any legislation they want.

Golf

The Presidio club has made mountain ranges of its bunkers, with diagonal canyons; and has deepened and doubled its traps; all to welcome the Democratic National Convention visitors.

John Marshall, Jr., vice president of the Fireman's Fund, presented Harry Roff with a beautiful combination desk set of California redwood in behalf of the Board of Fire Underwriters of the Pacific. The occasion of the presentation was the fiftieth anniversary of Mr. Roff's service with the Home Insurance Company of New York.

The Phoenix Assurance of London had \$18,339,610 premium income last year, not including its life department.

The Fireman's Fund Insurance Company was elected to founder membership in the China Commerce Club of California. President J. B. Levison will act as representative and Marine Secretary A. W. Follansbee, Jr., as alternate.

General Manager E. Roger Owen of the Commercial Union Assurance Co., of London, will soon retire, but will continue as a member of the board of directors. Mr. Owen has visited San Francisco several times.

Sun Insurance Office U. S. Branch

Gains all along the line. Assets are now \$6,287,138, a gain of \$425,430; premiums \$4,519,166, a gain of over half a million; premium reserve now over \$4,000,000, a gain of about \$286,000; surplus \$1,390,323, likewise a gain.

The business of 1919 yielded a handsome profit on the underwriting account.

The Sun is represented on this Coast by General Agent C. A. Henry.

If Hill's \$5 a bushel wheat prophecy comes true next year, other foods will also double in price. Cheer up, boys, the worst is yet to come.

MISCELLANEOUS

Canadian brokers are suspected of being "fences" for the bank messenger thieves of New York, who got away with \$2,500,000 securities last year. It is said that there was a \$5,000,000 bond plot. A Montreal policeman, trapped, confesses that he set fire to the *Oceanic*, a small craft which he was hired to burn by a Capt. Danvals of Montreal, who was himself hired by crooks in New York.

The National Board of Fire Underwriters was represented at the National Foreign Trade Convention, held last week at San Francisco, by a committee composed of J. B. Levison, president of the Fireman's Fund; C. J. Holman, president of the California; Dixwell Hewitt, Pacific department manager for the Hartford Fire and George W. Dornin, Pacific Coast manager for Springfield Fire & Marine. In the absence of J. B. Levison, who is en route to Europe, the duties of representing the National Board were discharged by the other committee men, headed by C. J. Holman.

Automobile

The scarcity of gasoline has necessitated preference to farmers and truck-owners in its sale. It is proposed to limit sales to passenger-car people to three gallons to restrict demand for a time.

Now it is asserted that the making of automobiles in great numbers has affected the steel market, held back building operations, made a shortage of many small articles of iron and steel, including floor nails and all small nails; and the sale of automobiles to all classes has greatly reduced house-building and has lowered the passenger fare-receipts of railroads of every kind. The war cannot be held responsible for every present condition.

M. A. McLaughlin, vice president of the Home Savings and Trust Company, representatives of the Fireman's Fund at Denver, holds the distinction of being golf champion of the state of Colorado. On a recent visit

to San Francisco, Mr. McLaughlin called on Assistant Secretary Frank G. White of the Fireman's Fund and invited him out to the links. Mr. White, who is himself no novice at this sport, described the outcome in a deft way by saying: "Mr. McLaughlin led me to a rather neat trimming."

The Fireman's Fund leads with \$2,431,168 automobile premiums; loss ratio, 44 percent. Average for all companies, 49.

Double Indemnity in Combined Policy Does Not Apply to Beneficiary

Under combined accident policy issued to plaintiff as assured and his wife as beneficiary, and providing that it insured beneficiary in the initial principal sum against injuries sustained while riding as a passenger, held, that assured, for accidental death of his wife while a passenger, could recover only initial principal sum, and not double indemnity; provision for double indemnity if "assured" should sustain injuries while a passenger, not applying to the beneficiary.—*Chicago Bonding v. Pulliam*, 220 S. W. 316.

Another Merger

An Alfred Best Bulletin announces that a preliminary contract of merger has been executed by the Great Eastern Casualty of New York and the Union Indemnity of New Orleans. The latter started business in January 1, 1920, and has over \$2,000,000 assets. The former company has about \$1,600,000 assets.

The State Assurance Company of Liverpool (represented by Manager H. W. Fores) increased its American assets, surplus and premiums last year. The U. S. branch has over half a million surplus. The home office premiums amounted to \$2,020,635. Capital has been increased to \$500,000 and marine business has been undertaken. Gross assets now exceed \$3,000,000.

The Federal Fire and Hail of Denver is a new venture by non-board men. J. A. Rice is manager. Capital \$50,000.

Sues for \$50,000

J. H. Richards, formerly general agent for the Millers National and the Illinois Fire, is suing R. A. Caroon, T. A. Duffy and Frank S. Danforth for breach of contract. He says they agreed to pay him \$7,500 salary and one-eighth of the profits if he would turn over his general agency to the Central Fire Office. Plaintiff claims \$50,000 damages.

Population

Pomona, Cal., 13,505, gain 32.3 percent.
 Aberdeen, Wash., 15,337, gain 12.3 pc.
 Billings, Mont., 15,100, gain 50.5 pc.
 Venice, Cal., 10,385, gain 233 pc.
 Chico, Cal., 8,872, gain 136.6 pc.
 Spokane, Wash., 104,204, a loss of 198 inhabitants.
 Kalispell, Mont., 5,147, decrease of 7.2 percent.
 Bisbee, Ar., 9,205, gain 2.1 percent.
 Seattle, 315,652, a gain of 33 percent.
 This is the city fine that burned down in 1889.

Salt Lake City, 118,110, gain 27.3 percent.
 Denver, Colo., 256,369, gain 20.1 percent.
 Tacoma, Wash., 96,965, gain 15.8 percent.
 Marysville, Cal., 5,461 population, a gain of only 31 in ten years.

Berkeley, Cal., 55,886, an increase of 38.2 percent.

Cripple Creek, Colo. Population 2,325, decrease 62.5 percent. Sic transit gloria mundi.

Government Sues for Fire Damages

The Stanley Smith Lumber Co. of Hood River, Or., is being sued by the Federal Government for forest fire damages. It is alleged that the lumber company permitted a fire to spread from its land into government timber adjoining without making any attempt to check the blaze.

The steel framework of the Balfour-Guthrie's building, San Francisco, is now complete, at the 15th story's roof. Brick-laying has begun at the 5th story.

The Mechanics has entered California, with Chapman and Nauman as general agents.

Surety Company Sued for False Arrest

A jury in a federal court in San Francisco awarded a U. C. student \$2,000 damages for being falsely imprisoned in a city jail at Petaluma, Cal., by the sheriff of the county. The student sued the sheriff's bondsman, the National Surety Co.

10 Per Cent in Government Securities

The legal reserve old line life companies have more than six billion assets, of which 10 percent is invested in U. S. A. Liberty, Victory bonds and notes—\$600,000,000—bought at face value—and a good investment though the market value be 20 percent or \$120,000,000 less.

Homicide May Be Accidental Killing

A homicide resulting from bad feeling is an "accidental killing by violence," for which an accident insurer is liable, in the absence of any provision in its policy relieving it from liability.—Standard Accident Ins. Co. v. Walker, 102 S. E. 585.

The Fireman's Fund was represented at the annual meeting of the Board of Fire Underwriters of the Pacific held at Monterey, California, May 6th and 7th, by Vice President John Marshall, Jr., and Secretary H. P. Blanchard. President J. B. Levison of the Fireman's Fund, who would have presided at this year's meeting as president of the Pacific Board, did not attend, he being on his way to Europe.

Fire in San Francisco at 161 Seventh street. Damage to plant of California Chemical Co.

The American Service Bureau, Chicago, has been organized by the American Life Convention, with George S. Galloway as manager. Manager G. has been assistant manager of the Hooper-Holmes Bureau, which will give the new bureau the benefit of its well equipped inspection plant.

Fresno, Cal.—D. Arakelian, Armenian, son of a melon king, is under arrest, on a charge of forging a bank check.

EARLY SAN FRANCISCO CONFLAGRATIONS

1849

A conflagration broke out in San Francisco, December 27. In two hours 200 wooden buildings were destroyed. There were no fire engines and there was no insurance.

1850

A rough-boarded frame building about fifteen by twenty-five feet, in a mud puddle near the then foot of Sacramento st., San Francisco, brought a monthly rent of \$1,000 in advance. Interest was 10 percent a month. The merchants slept in bunks in the corner. Across the street was a sheet iron store, 20 x 40, two stories high, for which the rent was \$5,000 a month. The interest on the advance payment was equal to \$500 a month.

At high water the sea was all around and under the new blocks on two new streets east of Montgomery st.

On the night of May 3 a conflagration broke out in the rebuilt city of San Francisco, consuming all the then southwestern part and burned up about 300 wooden houses and canvas tents. Merchants' warehouses escaped.

On June 13 at dusk fire broke out in the bakery of the Sacramento house facing Portsmouth square. A fierce nor'wester was blowing. The fire engine could do nothing.

Ten acres of buildings seemed to burst into flames at once. One of the warehouses burned belonged to Macondray & Co.

While the fire was still raging, says Capt. Coffin in "A Pioneer Voyage," contracts for new buildings were made, and before night men were engaged in clearing away the rubbish. The floor of a new building was laid before night.

This was the third time San Francisco was destroyed—all within six months.

"A fire engine," said Capt. Coffin, "was of no more use than an old maid's teapot."

This conflagration burned up all the buildings on Sacramento, Commercial and Clay, the north of California, the south of Wash-

ington, and all of Montgomery and Sansome streets, except the corner where lay the store ship "Niantic" with nearly 2,000 tons of merchandise, including 200 casks of gunpowder.

These boundaries included nearly the whole of the business section. The destruction lasted about three hours. Little or no merchandise was saved.

After the second fire the merchants along Montgomery rebuilt "fireproofs." After the third fire they rebuilt again, more nearly fireproof, with iron doors and window shutters.

1851

On the night of May 3, 1851, just one year from the preceding conflagration, fire again broke out on Portsmouth square, north side. There was again a fierce nor'wester.

Flames poured in the direction of the previous destruction, but also this time against the wind, to Stockton and Powell streets, and thence south, crossing Sacramento and California streets, and down to Market. In the north the blaze crossed Jackson and Pacific streets, reaching to Broadway. From Washington it spread to California. So the fire spread from Powell st. to the then bay front and from Broadway to Market street.

In five hours this large section, thickly covered with buildings, was destroyed, except three buildings on Montgomery street. Of the 200 ships along the water front, five large store-ships were burned, including the "Niantic."

The custom house also was destroyed.

Many years afterward, in excavating for deeper foundations, the "bones" of this ship were found.

Capt. Coffin tells of one instance where the proprietors of one store building (Tahill & Co.), with several friends, all confident that the building was fireproof, shut themselves up in it, after supplying themselves with plenty of water.

In the morning their charred bodies were found near the door. Apparently when almost suffocated they tried to escape, but the heat had so warped the iron doors and shutters that they could not be opened.

It is worthy of note that in the Chicago

fire of 1871 a number of spectators locked themselves in an iron building, believing it safe, but discovered their error too late to escape. All perished.

A building may be ever so fireproof but in a great conflagration it is not heat proof.

"All fire engines in America," said the Captain witness, "cannot stop a San Francisco conflagration."

On June 13 there was another conflagration and "no water nearer than the bay." It broke out in a carpenter shop on Powell street. The fire got a powerful start before the three engines got water. The firemen had to flee, leaving two engines to burn up.

About 20 acres burned, mostly boarding hovels along Pacific and Broadway. Many buildings were cloth-lined.

A corrugated iron building containing gunpowder caught fire and blew up. The level space thus caused checked the fire.

The firemen took the hint and abandoned their engines, and began tearing down the buildings in the path of the flames. The fire was thus stopped.

The Hanseatic League

There is nothing new. Leagues and trusts have existed in some form for thousands of years. The modern labor unions are similar to the olden guilds of workers, which likewise sought a monopoly, and ever demanded wage increases.

In 1241 the Hanseatic League of North German merchants was organized, and for several hundred years it controlled the trade of sixty-four cities in Germany, Scandinavia, etc. Any city refusing to join the League was punished by the loss of its entire trade. The offender was put under a ban. No city dare have dealings with her. The League was as brutal in its methods as a modern labor union or bad trust. If a merchant traded with Holland or England his business was ruthlessly destroyed. The League maintained an army and a navy, which pillaged and burned towns. The Hansa always bought with one kind of scales and sold with another kind, besides fixing all prices.

We have Hanseatic leagues of various predatory kinds in this country.

1862

A law was passed in California requiring non-resident fire companies to deposit with some approved banker in California \$75,000.

1868

When the California insurance department was created there was on deposit with bankers in San Francisco as special deposits by non-resident fire offices, as required by law, \$675,000, or \$75,000 each, by the following:

Etna, Hamburg-Bremen, Imperial Fire, Liverpool & London & Globe, Manhattan, North American of New York, Northern Assurance, North British & Mercantile, Phoenix of Hartford.

This deposit law was repealed in this year, by the act creating the department. Only the above nine non-resident fire companies were doing business in California.

California Premiums

Six California fire companies did business. They were—

Fireman's Fund	\$ 167,073
Home Mutual	123,186
Occidental	71,307
Pacific	405,639
Peoples	89,592
Union	300,574

The California wrote only marine and inland business then, with \$115,271 premiums from its business in the state. It wrote no business elsewhere, but it was able to pay 24 percent dividends to its stockholders.

California Insurance Department

This department ranks among the oldest. It was organized in 1868. Geo. W. Mowe was the first insurance commissioner. The first annual report was issued in 1869, by G. W. Gelwicks, state printer.

In his report to Gov. H. H. Haight, Mr. Mowe said the "recent snow blockade on the overland route" was responsible for the delay up to May 5, as many company statements were lost, and the duplicates were received as late as May 3.

The act provided for an office in San Francisco, and commodious rooms were rented in the Fireman's Fund building.

LIFE

In Good Health When Premium Was Paid and Application Was Accepted; but When Policy Was Delivered the Applicant Was Ill; Insurer Not Liable

The Prudential Ins. Co. has in its policies a clause which relieves it from any liability, although the application is accepted and the premium is paid while in good health, if the insured be ill when the policy was delivered. The home office of the Prudential is a long way from this Coast and the insured may die of influenza or meningitis or accident before the policy passes through the circumlocution offices.

We contend that there should be a standard form of policy making the insurer liable as soon as the policy is paid for and issued.

There is nothing unreasonable in that contention.

In a recent case (*Guarascio v. Prudential* 187 P. 405) the supreme court of Washington ruled:

"Where a life policy provided it should not take effect until issued and delivered by the insurer and the first premium paid while insured's health, habits, and occupation were the same as described in the application, and when the policy was delivered to insured's mother he was very sick in the hospital of tubercular meningitis, from which he died in a few hours, though the policy was delivered it never became effective, and the insurer is not liable thereon."

The jury at Spokane brought in a verdict for the beneficiary mother.

Defendant company appealed.

This case is controlled by *Logan v. New York Life Ins. Co.*, 181 Pac. 906, decided since the trial of the instant case. In the *Logan Case* the application for insurance provided:

"That the insurance hereby applied for shall not take effect unless the first premium is paid and the policy is delivered to and received by me during my lifetime and good health, and that

unless otherwise agreed in writing the policy shall then relate back to and take effect as of the date of this application."

The Spokane case judgment was reversed, with directions to the lower court to enter judgment dismissing the action.

In this case the insured paid his premium, his application was accepted at the home office, and in about two weeks after the medical examination the policy was delivered.

But meantime the "insured" contracted meningitis which quickly kills sometimes within twenty-four hours; and under the policy form issued by the Prudential his illness after the insurance invalidated the policy notwithstanding his payment of the premium.

Fraternal Insurance Failed

The Catholic Mutual Benefit Association of Hoenell, N. Y., of whose serious condition we previously made mention, lost 20,177 members by lapsing last year. The insurance thus lost amounted to \$20,000,500. Supt. of Ins. Phillips has assumed charge of the remains and reinsured the members with the American Ins. Union of Columbus, Ohio.

A Life Reinsurance Deal Case

Partly as history we give a lengthy account of the case of the Farmers Life of Denver against the Anchor Life people of Kansas. It is not a pretty story of the reinsurance of the latter by the former; but the court's remarks are interesting. Neither company is now in existence.

Yes, Mr. Livewir, your giant company does a big business, but what else can you expect from a company which through its "branch" hands out five percent renewals plus the initial commission? How much do you rebate to the insured?

In Maine the Metropolitan wrote more new business than the Equitable, Mutual and New York companies combined, besides its industrial business, which was nearly double that of its New Jersey competitor.

The New and Important Features of U. S. Life Policies

The principal features included in the United States Government incontestable life insurance contracts, which have been approved by Secretary of the Treasury D. F. Houston and are being issued by Director R. G. Cholmeley-Jones of the Bureau of War Risk Insurance are:

The insured has three optional settlements:

Option 1. Insurance payable in One Sum. Settlement under this option will be made only when the form has been selected by the insured during his lifetime or the payment in one sum is requested in his last will and testament.

Option 2. Insurance payable in elected installments. The monthly installments are payable for an agreed number of months under their form of contract (not less than thirty-six) to the designated beneficiary, but if such beneficiary dies before the agreed number of monthly installments has been paid, the remaining unpaid monthly installments will be payable in accordance with the beneficiary provisions of the policy.

Option 3. Insurance payable in installments through life. The installments may be payable throughout the lifetime of the designated beneficiary if they so elect, but if such designated beneficiary dies before two hundred and forty such installments have been paid, the remaining unpaid monthly installments will be payable in accordance with the beneficiary provisions of the policy.

The policies provide for total and permanent disability benefits to the insured covering the entire period the policy is in force, and during the period of the insured's total and permanent disability. The total and permanent disability feature is also included in the paid-up and extended features of the policy contract.

Total permanent disability as referred to in the policy contract is any impairment of mind or body which continuously renders it impossible for the disabled person to follow any substantially gainful occupation and the diagnosis of which is founded upon

conditions which render it reasonably certain that the impairment will continue throughout the life of the person suffering from it.

Bigness Is Inevitable But Giants Suddenly Become Extinct—A Hint to Our Giant Life Companies

Dr. C. F. Nicolai, in his *Biology of War*, says:

"Wars continue to get bigger and bigger.

"Whenever anything is to die a natural death, it must first grow great; that is, reach its maximum size.

"In Germany mice have not become extinct, but first the aurochs died out, and the bison and then the bear and the wolf; and now even our proud stag is kept alive only by artificial means.

"In nature it is only the big creatures which die out; but everything which is big must and will die, because, in conformity with the inevitable law of growth, it will grow beyond the limits of what is possible."

Science now recognizes extraordinary size in living creatures as an indication of disease. Certain glands are affected and morbid growth may be arrested by their removal. Dr. Nicolai uses the word "gigantiasis," signifying the death of giants.

Bones and fossils of by-gone ages indicate steady growth of animals of all kinds (except insects) for centuries, until they suddenly become extinct.

Is it not possible, however, that growth depended on food and when that became restricted by a high birthrate or by change of climate the giants died out?

Will not our ever growing giant life companies (or others) requiring more "food" as they grow, reach a time when the necessary new "business" food can not be obtained?

Some day in order to survive they must write all the business in the country. Or do you prefer the simile of disease because of size—the disease which causes extinction?

The reader may be interested to learn that Dr. Nicolai's book was banned by the German government, and he was put into prison, from which, with another scientist, he escaped in an airplane to Denmark.

FIRE

Arkansas has a law limiting underwriting profits to 5 percent, based on five years' experience. The state commissioner now finds eleven and a fifth percent profit and he orders the companies to reduce their present rates six and a fifth percent.

San Luis Obispo, Cal., people are campaigning to raise \$75,000 to restore the old Mission which was recently damaged by fire.

A Danish paper utters firmly a warning against J. H. Olesen, promoter, who is said to be preparing to start an insurance company in this country.

Royal Insurance Company—U. S. Branch

In this country the Royal of Liverpool continues its progress and prosperity. We can fairly assume that at the present writing the United States Department has \$20,000,000 assets, of which more than a fourth is surplus, ready for any possible conflagration. Assets, reserve and premium increase each gained more than a million. Premium writings now indicate \$15,000,000 for the year. The past year yielded a good profit on the underwriting account.

On this Coast under Manager Watt the Royal wrote \$1,621,622 premiums, a gain of over \$168,000, with handsome net results.

Kenneth Smith, examiner at the head office of the Fireman's Fund for Washington and British Columbia, is making a trip through his territory with Special Agent Frank L. Emerick for the purpose of acquiring first hand information upon the classes of risks for which that field is noted.

I am told that it requires no underwriting talent to make money in San Francisco, especially in the dwelling districts.

MARINE

The Shipping Board at Washington will discontinue "self insurance" of its great fleet.

A marine pool will be permitted, to which the million for unearned risk will be turned over. The government will be relieved from any further risk, and the companies will have a chance to make a profit.

The Royal Exchange reports its war marine experience in 1915-1919 as follows:

Premium income . . .	\$30,955,770
Losses paid (65 p.c.) . .	20,089,450
Expenses (5.5 p.c.) . . .	1,705,570

Adding about a million and a half unearned premiums, the war underwriting profit is given as \$7,670,230.

Death of Harry Durbrow

The marine manager of the Pacific department of the Etna Ins. Co., Harry Durbrow, died at his home in San Francisco on May 19, aged 63. Deceased was for many years marine manager and a member of the general agency of H. R. Mann & Co. He was a native of Portland, Or., and had lived a half a century in San Francisco.

The Alaska Packers Association on January 1 had \$4,432,144.82 insurance fund. It however still carries marine insurance on cargoes.

Many companies will retire from the marine branch. The U. S. Shipping Board will soon complete all its undertakings.

The Fire Bulletin bawls "Stop the fire before it starts!" How can you? The meaning must be "Prevent the fire from starting." The way is to give it nothing to feed on. Some day the whole world of habitations will be fireproof, because wood will be too expensive.

CALIFORNIA FIRE FIGURES FOR 1919

[As Reported to the State Insurance Department]

	Prem. 1918	Prem. 1919	Losses Paid	Losses Incur'd
Ætna	\$812,606	\$1,045,732	\$325,108	\$288,227
Agricultural	157,257	186,964	52,605	58,263
Allemannia	76,178	103,466	21,290	25,247
Alliance	67,073	81,226	32,442	30,061
American, N. J.	179,869	217,930	84,843	89,264
American Alliance	48,807	56,648	15,774	16,012
American Central	88,584	98,462	32,125	30,797
American Druggists	11,074	13,242	762	441
American Eagle	90,460	138,997	21,250	28,139
American Equitable		68,002	23,911	26,676
Amer. Merchant Marine		45,439	13,789	14,240
Arizona Fire	9,069	11,442	5,049	3,957
Atlas	276,452	292,628	112,919	122,521
Automobile	196,269	244,102	101,506	103,053
Bankers & Shippers		69,729	5,131	3,740
Boston	81,749	121,485	55,471	54,770
British America	45,909	53,289	21,286	25,545
Caledonian	161,011	121,485	55,471	54,770
California	307,052	413,105	154,189	148,358
Camden	43,976	109,590	35,028	33,613
Capital	70,403	59,034	42,911	53,651
Central National	6,460	20,450	974	1,264
Century	38,628	18,118	7,750	8,158
Citizen	110,296	85,285	27,393	29,565
City of New York	63,586	72,763	37,377	32,449
Cleveland National	23,210	30,665	14,972	17,711
Columbia		5,457	8	8
Columbian National	54,796	40,128	22,643	16,332
Commercial Union Assur.	375,846	398,931	151,694	160,447
Commercial Union, N. Y.	35,007	46,288	8,080	12,249
Commonwealth	54,064	66,695	21,893	19,921
Concordia	38,348	63,515	16,744	14,072
Connecticut	277,111	309,164	106,164	94,003
Continental	464,709	575,806	164,655	179,659
County	10,466	14,763	7,460	6,857
Detroit	64,803	82,666	29,524	31,268
Detroit National	36,539	8,801	5,016	5,016
Dubuque	101,381	148,662	25,914	23,753
Eagle Star & British Domin	34,268	30,741	26,950	24,810
Equitable F. & M.	54,750	44,720	30,578	29,328
Federal	13,713	25,354	3,091	3,091
Fidelity-Phenix	259,075	331,522	103,271	114,060
Fire Association	197,286	303,660	102,176	102,362
Fireman's Fund	979,868	1,195,795	401,998	409,676
Firemen's	82,798	183,634	56,920	56,214
Franklin	65,240	86,869	31,124	31,918
General	14,601	23,540	7,499	9,374
Girard	35,120	30,174	13,000	13,900

	Premis. 1918	Premis. 1919	Losses Paid	Losses Incurred
Glens Falls	63,549	93,324	23,648	22,102
Globe & Rutgers	318,330	284,387	72,418	73,639
Great American	439,290	556,520	167,736	171,713
Great Lakes		16,076	82	1,511
Guardian	37,316	14,907	7,402	6,294
Hamilton	10,347	101,642	36,928	34,074
Hartford	1,143,021	1,281,672	436,411	466,336
Home	1,009,542	1,136,654	365,561	373,824
Home F. and M.	125,536	218,739	58,899	60,401
Hudson		45,824	5,102	5,389
Imperial Assur	31,737	30,896	7,874	8,866
Importers & Exporters		83		
Independence	14,197	6,789	5,974	4,326
Industrial	11,564	7,743	9,949	11,397
Ins. Co. of North America	429,498	569,231	195,820	179,234
Ins. Co. State of Penn.	168,417	67,556	38,232	36,955
Law Union & Rock	93,109	74,970	52,317	50,059
Liverpool & London & Globe	718,902	748,975	261,632	254,177
London Assurance	475,933	587,150	323,565	198,109
London & Lancashire	351,857	334,198	99,378	98,731
Manufacturers		23,925	4,256	627
Mechanics & Traders	48,388	50,486	21,494	22,408
Mercantile	59,684	73,649	31,422	42,487
Merchants, Colo.	41,541	45,789	5,492	11,193
Merchants Fire Assurance	61,042	75,997	19,446	25,843
Michigan F. & M.	47,974	65,044	26,349	27,744
Millers National	81,352	169,108	58,305	60,267
Minneapolis	31,444	20,376	13,175	12,809
National	502,914	476,024	274,242	262,790
Nationale	40,592	44,984	8,584	11,975
National Ben Franklin	124,119	163,694	41,075	42,102
National Liberty	79,524	87,979	36,851	23,899
National Union	306,256	275,058	117,396	115,140
Netherlands	86,172	252,037	61,264	58,282
Nevada	15,654	43,499	18,891	18,564
Newark	87,439	96,493	49,031	54,581
New Brunswick	115,545	88,789	33,568	33,556
New Hampshire	126,694	168,807	41,587	49,623
New Jersey	96,379	52,321	21,978	17,828
New York Underwriters	201,838	223,537	94,955	86,533
New Zealand	249,560	312,631	86,502	87,192
Niagara	320,910	399,293	134,190	141,086
North British & Mercantile	392,162	498,368	219,479	206,080
North China		30,303	2,872	2,906
North River	222,685	158,551	47,511	46,236
Northern	63,965	66,066	26,028	25,107
Northern Assurance	436,614	494,333	159,386	158,321
Northwestern	35,138	34,301	10,901	11,131
Northwestern National	391,096	414,000	82,908	90,415
Norwich Union	311,883	421,306	125,139	115,993

	Prem's. 1918	Prem's. 1919	Losses Paid	Losses Incur'd
Old Colony	15,109	15,784	5,847	4,882
Orient	117,040	112,242	21,448	23,900
Pacific	107,605	55,626	12,347	14,216
Pacific National	32,888	41,634	17,481	19,947
Pacific States	46,409	33,614	8,293	11,565
Palatine	147,737	169,407	61,868	59,317
Patriotic	22,501	26,312	5,671	4,187
Pennsylvania	227,380	287,330	123,999	135,511
Peoples National	39,441	54,428	16,104	15,247
Phenix	45,533	47,893	10,709	12,664
Phoenix	382,338	429,321	132,663	119,697
Phoenix Assurance	318,889	318,433	120,531	132,591
Providence-Washington	142,395	158,141	58,684	64,050
Queen	375,932	423,143	179,172	186,580
Queensland		18,491	389	434
Reliance	57,307	57,066	22,182	26,273
Republic	28,813	54,640	16,273	16,205
Republic Underwriters	125,184	128,266	34,578	34,578
Rhode Island	69,358	71,843	16,486	25,822
Richmond	44,532	34,076	7,817	9,838
Royal	766,023	856,805	300,330	326,795
Royal Exchange		73,415	16,349	18,561
Safeguard	31,582	28,359	8,485	8,840
Scottish Union	282,666	284,638	105,318	112,052
Security	61,545	114,734	44,665	50,323
Scandinavian Re.		276,864	93,715	99,966
Springfield F. & M.	398,660	478,473	165,082	171,942
St. Paul F. & M.	218,724	307,893	80,810	79,074
Standard	30,735	24,801	9,228	14,434
Star	34,975	41,544	18,941	18,943
State Assurance	27,389	30,133	10,289	10,527
Sterling Fire	40,444	42,901	30,524	28,019
Stuyvesant	43,086	25,491	17,069	18,448
Sun	286,862	296,053	92,298	89,908
Superior	62,275	94,179	20,347	35,111
Svea	189,672	219,612	54,796	56,240
Tokio		48,006	3,818	5,871
Union Assurance	164,238	169,050	97,502	93,699
Union	25,554	33,104	10,350	13,608
Union Insurance Society		336,205	32,100	45,567
United American	13,098	11,437	2,337	7,068
United British	14,143	25,994	3,881	5,123
United Firemens	26,822	33,589	10,308	9,588
United States	230,935	293,990	76,538	80,434
Urbaine	260,889	275,760	89,415	81,541
Utah Home	26,355	27,462	17,381	16,305
Vulcan Fire	102,982	125,575	49,897	52,295
Westchester Fire	124,577	213,818	82,698	72,354
Western Assurance	149,745	157,846	39,916	38,207
Yorkshire	108,152	129,202	52,383	49,612
	\$22,180,086	\$26,707,384	\$9,118,108	\$9,121,946

The average 1919 loss ratio, 34.1 percent. Amount written \$1,574,641,640.

Underwriters Agency figures are included in above companies.

FIRES

San Francisco. — The W. W. Hopkins former cafe on the Ocean highway, rented by an artist and others since Dry Day, was burned. Paintings and statuary were among the destroyed contents. The following day was to be a grand opening. Loss probably \$15,000. Origin of fire not known.

Blaze in Print Shop Bldg.—Fire in the Carmen-Johnson building, 340 Sansome street, San Francisco, night of 6th, started in chemical laboratory of Eaton Lab. Co., third floor, and spread to Mercury printery. Burned through the roof. Damage estimated by Chief Murphy \$10,000. Daily Examiner screams \$100,000.

San Francisco.—De Luxe Cleaning and Dyeworks at 3074 17th st damaged by fire following explosion of gasoline tank. This tank had been installed the previous day. A paper mill at 2033 Folsom st was damaged \$10,000.

The De Luxe Cleaning and Dye Works has had three fires in three years.

GLASS PLANT

San Francisco block (Folsom, Fourteenth, Harrison and Fifteenth) of Illinois-Pacific Glass Co. plant swept by fire caused by overflow of glass furnace. Six alarms turned in. Entire Mission industrial district in danger. Stiff wind. Northwester blowing all day. Building two and three story wooden affair. Molten glass flowed into packing room filled with boxes, crates and packing stuff. About 100 machines were destroyed also. They averaged \$500,000 in value.

The loss is estimated at \$750,000, with \$500,000 property loss.

PILEDRIIVER

Richmond, Cal.—A big piledriver here caught fire in morning and was destroyed.

DWELLING

Mill Valley, Cal.—Home of J. Orr and contents, including jewelry. Loss \$8,000.

LUMBER PLANTS

At Portland, Or., the plants of North Portland Lumber and Box Co., and the North Portland Lumber Co., 1,000,000 ft. of lumber, the abandoned shipbuilding plant of the Standifer Corporation, four dwellings and dock frontage were burned on Sunday. Loss \$200,000.

FURNITURE STORE

Portland, May 11.—Fire broke out this morning at 10 in wholesale furniture store of Healy Bros. in brick at Hoyt and Thirteen sts. Varnish and excelsior made a quick fire, and the smoke and fumes retarded the work of firemen. The downtown engines were all called and played about twenty-five streams. The fire escapes were blocked contrary to ordinance, and the piled-up furniture greatly hindered the work of the firemen. Even the windows were choked with furniture. The firemen threw many pieces of furniture out of the windows, to provide room in which to get at the fire with their hose. It was more than an hour before the flames were under control. An employee who was suffocated was at work melting glue over a kerosene lamp when the fire started and it is believed that the lamp started the fire.

Other tenants in the building suffered losses. The building itself was not seriously damaged. Altogether the losses are estimated as exceeding \$50,000.

HOTEL

At California and Hyde, S. F., the California, a family hotel, was damaged by a fire starting in a light well.

OIL PLANT

Berkeley, Cal.—Fire started in Eldorado Oil plant and did several thousand damage. Small factories nearby were in danger.

SUMMER HOTEL

Sonoma Co., Cal.—The M'Clearie hotel on Russian river, after a week operation, burned, together with the postoffice building adjoining. Loss, \$10,00.

WORTH KNOWING**Aircraft—Time One-Third That of Train**

The Fireman's Fund recently issued an aircraft policy for \$22,500 (against the hazards of fire, theft and collision) upon an eight passenger, tri-motor aerial limousine belonging to the California Aerial Transport Inc. of Stockton, California.

The plane, a Curtiss Eagle costing \$40,000 is now used in passenger-carrying service between San Francisco and Los Angeles, making the trip that by rail requires thirteen hours and forty minutes in four hours and thirty minutes.

This Curtiss Eagle is the only aircraft of its kind in commercial service in the United States at the present time. It weighs empty 7,450 pounds. Its maximum speed is 107 miles per hour; it takes off at 50 miles an hour; and its landing speed is 40 miles. It has a ceiling of between 15,000 and 20,000 feet. At maximum speed, the machine has a cruising range of 315 miles. The economical cruising range, that is, flying at about three-quarters throttle, is 475 miles. The machine can be flown in a horizontal position with any two of the three motors. With one motor it can maintain a gliding angle for a distance of 40 miles.

Aeronautics

There is now a 13-hour aerial mail delivery between Newport and Chicago.

Passengers are carried in the air between San Francisco and Los Angeles. The air boat sails every other day.

Bank checks—some—now are issued with the stamp "this check is bonded against alteration."

Liberty Bonds were last week refused as security by a federal court, on the ground that the bonds could not be cared for and might be stolen.

The beneficiary named in an insurance policy which authorizes insured to change the beneficiary cannot, in the absence of a

contract with insured or any special equities depriving him of the right to make such change, attack his change of beneficiary for undue influence on the part of the new beneficiary.—*New York Life Ins. Co. v. Dunn*, 188 P. 1,028. (Cal.)

Riotous Conduct

Two men, boilermakers of a rival association, were set upon by fifteen union men and badly beaten with clubs, as they were waiting for a street car in the Portrero district, San Francisco. One man's skull was fractured and he may die.

News of rioting in Virginia mining districts is shocking because of shooting. Eight men were killed. A very ugly spirit moved the massed marchers led by leaders who respect neither government nor property rights.

An insurance agent, who was wrongfully discharged, but who broke the condition prescribed to recovery of future commissions, is liable to the company for money loaned to him, to be repaid out of future commissions, and for the company's percentage of premiums collected by him before discharge.—*Tiernan v. Chicago Life*, 263 F. 325.

California mining towns have lost population in the past few years.

Down in Los Angeles a "Blue Beard," who admits killing nine wives because he liked slaughtering, confessed to the murder of one wife; and as he piloted the sheriff out to the burying ground and proved the deed, he is now in the penitentiary "for life."

Watson or whatever his real name does not appear to have insured any of his wives—said to number 23. "He overlooked his hand."

The Connecticut Insurance Report gives the American Fire loss ratio in 1919 as 46.5 percent.

LIFE

Fraternal Statistics

"Statistics of Fraternal Societies," 1920: 26th annual edition. Published by the Fraternal Monitor, Rochester, N. Y. Price \$1.00 or \$1.25, according to cover. 240 pages. Very useful to all who are at all interested.

This fine manual of fraternal societies gives each one a page or more, with officers, rates according to age, management cost, deaths per thousand, average age, number of assessments, amount collected per \$1,000 each year, benefits paid, membership, cost of joining, etc. Series of years.

Woodmen of the World of Canada collect at age 30 \$1.22 a month as against the Denver society's 85 cts.

The Woodmen of the World (sovereign camp) of Omaha collects at age 30 \$1.43 a month.

All are members of a congress but charge different rates.

Which is the safer society? Is any one of them safe?

Woodmen of the World of Denver, member of National and American Fraternal congresses, charges 70 cts a month at age 22, increases 5 cts a month every year until age 37 is passed, when for three years, the charge is \$1.15; after which every year the increase is 5 cts; but is \$1.40 at 45 and 46, and increases 5 cts a month in subsequent year.

From 1910 to 1920 this society collected at age 30, \$10.20 per \$1,000; at age 35, \$11.40; at age 40, \$13.80.

Life Business Still Booms

The argument that a dollar is really only 50 cents and therefore you need double insurance is persuading insured men to take more insurance, and uninsured men take out twice as much as their kind formerly applied for.

Some offices are writing twice as much as they did a year ago. The average increase is near 50 percent.

The giants and others that pay 85 percent commission (including renewal commutes) do not need other arguments.

West Coast Life Progress

Here are some records hung up by West Coast field men during the first four months of 1920 compared with the same period of last year:

2,658 applications received, a gain of 44 percent.

\$5,913,460 total volume of applications written, a gain of 70 percent.

2,221 policies issued, a gain of 30 percent.

\$5,766,660 volume of insurance issued, a gain of 57 percent.

Increase of insurance in force since January 1st, \$4,000,805, an average of better than \$1,000,000 per month and at the rate of better than \$12,000,000 for the year.

Fraternal Insurance—What It Is—Contract May Be Changed by Amendments

A fraternal insurance contract is made up of the certificate of membership, together with the constitution and by-laws of the association.

The constitution and by-laws of a fraternal benefit association may be amended, and the amendments made binding on those already members, if the amendments are regularly made and are reasonable in their terms and operation.

Where the constitution of a fraternal benefit association, at the time the certificate was issued, provided for payment to the member's heirs in the absence of a designation of beneficiary, a subsequent amendment providing that if no beneficiary was designated, and there were no surviving dependents of the member, all right to the benefit should cease, was unreasonable and did not prevent recovery by a member's heirs.

Thus the supreme court of New York, in *Tierney v. Perkins*, 181 N. Y. S. 319, tells us just what fraternal insurance is—fraternal insurance of every kind.

The contract is not only the certificate or policy. It is also the constitution and by-laws of the society or association; and these may be amended, and if the amendments are at all reasonable they are binding on every member or certificate-holder.

Such a contract is certainly not insurance.

The member of a fraternal insurance society never knows "what is coming" to him or his beneficiary.

The Consolidated Chart

Here is a Fraternal Life Chart which also gives statistics of legal reserve companies. Much information is presented in a small space by the use of item numbers and key letters and folded leaves.

This chart contains about 100 pages. The contents are interesting and serving to both legal reserve and fraternal men.

The columns of legal reserve expense loadings and actual expenses show that nearly all the companies pay out more for expenses than they receive from expense loadings. Here are examples:

No. 64 is the Great Republic of Los Angeles. Its expense on go was 210 percent.

No. 32 is the Columbian National. It paid for expenses 282 percent of its expense loadings.

No. 138 is the Presbyterian Ministers Fund Life (organized in 1759). Its expense rate was only 66 percent of the loadings.

This valuable combination chart is published by the Fraternal Monitor, Rochester, N. Y. : price 75 cents.

The Association of Life Insurance Presidents has admitted the Confederation Life Association and the Imperial Life Assurance Company, both of Toronto, Ont., Canada.

Including these two new members, the total membership of the Association is forty-four, comprising thirty-seven United States companies and seven Canadian companies.

The Manhattan Life makes a fine showing of increase in new business this year.

Issuance of a policy, providing that it should be void if the insured had previously been rejected by the company, was a waiver of prior rejections, since insurer must be charged with knowledge of the facts shown by its own records.—Atlas v. Metropolitan Life Ins. Co., 181 N. Y. S. 363.

Results of Fraternal Operation in 1919

Results achieved by the fraternal insurance societies of the United States and Canada in 1919 are shown in the annual publications of The Fraternal Monitor, Rochester, N. Y., which have just come from the press. These are the 1920 editions of Statistics Fraternal Societies, which is devoted to the exhibits of fraternal orders and the Consolidated Chart of Insurance Organizations, which is an abstract of the annual reports of life insurance companies, fraternal benefit societies and assessment associations.

The fraternal system at the beginning of 1920, as shown by the Monitor's publications, was composed of 9,218,101 benefit members, with insurance protection of \$10,601,938,151 in force. The total number of lodges was 123,431. The increase in members for the year was 352,014 and the increase of insurance in force was \$769,755,410. There was an increase of 494 lodges.

More new members were admitted and more insurance written than in any previous year. This resulted in increasing the insurance in force, and the \$10,000,000,000 mark was passed during the year. A total of 1,334,852 new members were admitted while in 1918 the new members written were 940,228. The insurance written or increased in 1919 was \$1,519,361,805, and this item for 1918 was \$936,410,829.

That the adoption of the reserve plan by practically all of the societies is making the fraternal system stronger is shown by the increase in assets. This item at the end of 1919 was \$385,588,444, an increase for the year of \$12,560,237. During the year the liabilities decreased from \$108,706,159 to \$86,303,425. The latter amount consisted of reserves of \$60,870,538.

Doubtful Compliment

A contemporary speaks of a life insurance company as having a "death grip."

You don't have to write that Turkish "Calif." You can write California or Cal. Colorado was made a state many years later, and its proper abbreviation is "Colo."

SELLING

The more men you daily meet, the harder are you to beat.

Trying to do what's right truly makes work seem light.

The more now you do the more life have you.

Will to Win

The seller who solicits buyers requires, to succeed in his line, both health and the will to win.

Selling in itself is healthful employment because it exercises the body and the social faculties.

The will to win depends on ambition and resolution and habit of thought—and on health.

“Knowing how” is the root of the will to win because it shuts out any discouragement; and “knowing how” is gained only through experience.

Other sellers' experience, in printed form, is helpful, but one's own experience gives stamina and confidence.

The will to win stimulates industry and prevents any waste of time.

Making Sure

At one of last year's meetings a group of representatives were having an armchair experience meeting, and one who maintains a steady record of satisfactory production was asked how he succeeded in writing year after year so large a volume. He said:

“When I began to sell life insurance I told myself that I must earn a definite annual income, and I figured out how much insurance I must deliver to accomplish it. Then I asked myself what would happen if for any cause I was obliged to suspend my work during any portion of the year. That definite income I must have, somehow or

other. I could not guarantee myself against sickness or accident, but I could protect myself from wasted time. And so I determined that in the first six months of the year I would use every ounce of energy I possessed, and that I would use faithfully every hour of time, in the effort to produce the entire year's quota in the first half of the year. In that way I lessened the chance of loss in case I was obliged to stop for any reason during the last six months. Well, my plan was a success. Fortunately I was able to work the entire year. There were two results. The first was that my year's deliveries were a great deal larger than the quota I demanded of myself, and the second was that because I had by hard work kept myself in keen mental condition, and success had made me enthusiastic, I entered the last half of the year full of ginger and my work was without strain. Having succeeded so well in the first year, I tried my plan in the second year, and, finding that it worked again, I have used it ever since.”—Points.

In overcoming timidity the cultivation of self-esteem even to the point of egotism will be found effective in eliminating the objectionable quality. The successful agent is usually an egotist upon the subject of life insurance, not because he considers himself a superior person in all respects, but because he feels that his knowledge of life underwriting qualifies him to speak “as one with authority.”—West Coast Pioneer.

Timidity is merely a bad habit of thought.

Success banishes timidity.

You can't succeed if you don't use your brain every day, for every day there are new conditions and new opportunities.

San Francisco physician, Dr. Arthur Lachmann, disappeared some six months ago. As he carried \$150,000 life insurance, the wise guys said, “Ah! ho-ho! I see.” This week the wandering doctor discovers himself at Chico, Cal., looking somewhat worse for wear. Rewards for his return or information about him brought nothing.

Rates Suspended

Non-board companies in board agencies in some districts in Idaho have been tempting agents too strongly. After watching their best business transferred the board companies took action. All rates were suspended in three towns. Everybody but the policyholders are losers.

If organized agents, local, state or national, cannot prevent these scraps, then they cannot be prevented.

There are other places where the object lesson may be needed.

Commercial Union Assurance Company's U. S. Branch

More than \$15,000,000 of assets in this country now. Gain last year more than \$2,430,000. Surplus on January 1st was \$4,466,694, a gain of \$1,255,667. Premiums for 1919, \$10,394,696, a gain of \$1,123,563.

It was a very good year for the United States branch, with advancing resources, expanding business, and a low ratio of losses to premiums earned.

The Pacific department is under the management of C. J. Holman.

Cancellation

Where a policy gave insurer right to cancel on returning the unearned premium, but provided that the protection should continue five days from receipt of notice of cancellation, a notice that on a specified date the policy would be canceled and the company's liability would cease is not a cancellation of the policy.

Where insurer gave notice that on a fixed date it would cancel the policy, and insured accepted the notice as a cancellation and retained the unearned premium returned to him, he is bound by the acceptance.—*Malin v. Netherlands Ins. Co.*, 219 S. W. 143.

A. W. Follansbee, Jr., marine secretary of the Fireman's Fund, was elected to serve on the executive committee of the Insurance Federation of California at the recent annual meeting of the Federation. The Federation is doing much good and needed work.

Aetna Insurance Company—101st Year

The hundredth anniversary was a record breaker for the old Aetna of Hartford. Assets gained over \$5,000,000; surplus gained about \$1,802,000; premiums gained some \$3,700,000; premium reserve is now \$17,457,501, a gain of over \$2,600,000. The underwriting profit was large; but this company always has been a moneymaker in its underwriting department.

The Aetna's annual statement shows \$37,114,626 assets, \$10,705,995 surplus, and \$15,705,995 surplus to policyholders. Premium net income was \$22,032,989 last year, and total income \$23,453,302.

Losses paid were \$8,876,115, and total disbursements were \$18,375,775.

The Aetna writes both fire and marine business. One-sixth of its premium income is derived from marine and inland policies.

The Pacific department is in charge of W. H. Breeding, who is writing an increasing and profitable business.

1300 Reciprocal Members Sued

The members of the defunct Commercial Underwriters of San Antonio, Tex., have had a nightmare of several months duration. The receiver of this interinsurer brought suit against all the members for their proportion as "underwriters" for all loss claimants, reinsurers and other creditors.

The Texas supreme court last week ruled that the defendant individual members of the reciprocal exchange are liable to loss claimants and to their manager only to the extent of premiums on policies in force. This is bad for the loss claimants indeed.

But the 1300 trembling members of the association did not get off so easily after all.

The court held them liable as principals for all reinsurance claims, and for services and for supplies, etc.

The noble 1300 have discovered that the "interinsurance" game is not what it is crooked up to be. They do not always have the lead and hold the best suits and 13 trumps.

We do not correct ads after the first week in the month.

CHIPS

—Manager A. W. Thornton is visiting his old home in the East. He is on the way to London to attend the 200th anniversary meeting of the London Assurance Corporation.

—The Royal Indemnity has entered Canada, with Richard J. Bond, formerly of San Francisco, as superintendent.

—Cotton in Salt River valley damaged by hail storm last week. How come no insurance?

—Geo. J. Wellington, at one time city manager for the New Zealand and afterward state agent for the Phenix under Manager Lenehan, is serving five days time in the San Francisco jail for failure to pay alimony. The papers speak of him as "a wealthy insurance broker," but he says the fire broke him and he has never prospered since.

—Broker Moves.—Rudolph Herald, Jr., now has a new office on the ground floor of the Mills building, San Francisco. There are three entrances—one from Montgomery street, one from Bush and one from Pine. The number of the office is 7, and it is just off the "rotunda," first hall to the right, east. You can't miss it, especially if Broker Herold happens to be dictating to one of his stenographers. The office is very convenient. It is not necessary to climb stairs or ride in an elevator or knock. Knocking is not allowed. Mr. Herold is a wit, a raconteur and a jolly good fellow, whose many friends are always glad to meet him.

—Wants \$11,035.—In Oakland, Cal., a printer fell through a hatchway in the floor of a shoe store. He now brings suit against the storekeepers, Olcovich & Co., for \$11,035 alleged damages. Just now printers are asking a great deal.

—Ins. Co. North America: assets, \$34,978,591, a large gain; net surplus, \$10,728,227, a good gain; premiums, \$20,999,580, a gain. Large underwriting profit. Represented by McClure Kelly. Younger and aggressive men now control this centenarian.

—Pacific Fire Manual 75 cents at Coast Review office.

—Maritime Injuries.—The federal law giving states right to pass compensation laws as to injuries to persons in employment at sea, has been declared unconstitutional.

—New Brunswick Fire: assets, \$2,549,999, a gain; net surplus, \$341,088, a gain; premium reserve, \$1,376,692, a considerable gain; premiums written, \$1,874,217, a gain. An underwriting profit was made, but dividends were paid out of interest earnings. Represented by W. W. Alverson.

—Philadelphia.—The Girard will double its capital. Represented by E. E. Potter & Sons.

—Sexton's "Fire Insurance" \$1.00 at Coast Review office.

—Herbert Folger has improved somewhat but his physician holds out no hope of a speedy recovery. The invalid, however, is able to sit up in bed.

—The Rhin & Moselle of Strasbourg is at 5 Rhue du Marechal Joffre, as we note in L'Argus.

—Field Men's Directory is revised in this issue.

—San Francisco Notes on page 354.

FLOUR MILL

—Plant of San Francisco Milling Co., Seventh and Hooper, burned; with damage to adjacent properties. Loss \$100,000. John Frye & Sons, owners. Wheat and other grain destroyed.

TOWN BURNS

—Tomales, Marin Co., Cal., a very old town, lost two business blocks by fire. Fifteen buildings burned down. An engine from Petaluma was unable to safely cross the bridge at the town line. A bucket brigade passed water a long distance, but all in vain. A northwest wind blew strong. In a few minutes one side of the street was in flames, and presently the other side also was on fire. The start seemed to be in the roof of a hotel. Four hotels, one bank, one garage, one store, one vacant store building, blacksmith, barber and butcher shops, pool room, livery stable, creamery store, and one dwelling and contents were destroyed. Loss about \$50,000.

Lloyds Loses

As previously reported by this print, an outdoor performance of the opera Aida for charities by San Francisco promoters was set for September 30. The costs amounted to a large sum of money and the possibility of rain was insured against by a policy in Lloyds of London for the sum of \$25,000. One-tenth of an inch of rain made the policy payable.

The unexpected, the unusual, happened. The rain fell. It was agreed with the insurers that the policy should cover October 3 and the postponement was announced. It rained on that day. The opera was then played in the city auditorium.

Lloyds underwriters denied liability, the opera having been performed in a building.

The promoters began suit. It was then agreed, after a long delay, that the question of liability should be left to Judges Deasy and Cabaniss of the superior court of San Francisco. To-day they gave judgment for

\$19,672.78, the difference between the net receipts and the \$25,000 insurance.

London & Lancashire Pacific Department

This department, under Manager Sam B. Stoy, now represents the—

London & Lancashire Fire,
Orient of Hartford,
Law Union & Rock of London,
London & Lancashire Indemnity of
New York.

Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion, Explosion, Plate Glass, Fidelity and Surety Bond lines are written.

In the offices at 332 Pine street, San Francisco, are the fire, automobile and surety and plate glass departments.

Oakland, Cal.—On west side Broadway between 10th and 11th, fire broke out in rear of Zinkand restaurant, in old shack.

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

**Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen**

See for an Agency Contract in California

Managers for Life Department

Managers for Accident Department

KILGARIF & BEAVER,

F. A. STEARNS,

Shreve Building, San Francisco

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

The PASCHALL-JONES CO.

Pacific Mutual Bldg., Los Angeles

Story Bldg., Los Angeles

Paid-for Life Insurance, \$265,796,787.00



FOUNDED 1868

Assets

\$50,641,694 27

Capital and Surplus

\$5,831,422 31

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242
Fire and Marine Assets
\$68,320,967
Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager *H. R. BURKE, Asst. Manager*

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

**ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE**

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

THE Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

**Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.**

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

**California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands**

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Group Insurance Unprofitable

Where life insurance is issued on a group of employees a low rate of premium and with a small commission, it is a question whether the "fine showing" of a new business warrants the risk assumed. The low premium is a permitted rebate, and the margin of profit for the company—if any—is on the vanishing edge.

The president of a Canadian company which declines to write this class of business has circularized his agents, presenting a conservative view and questioning whether either the company or the agent will find any profit in the business. If there ever was any profit for the insurers the influenza wiped it out, and left large liabilities without any reserve to meet them.

Only a few companies in this country—where the plan originated—have so far deemed it profitable and prudent to write group insurance; and it is just as well for companies and their agents to wait awhile before risking money and time.

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME INSURANCE COMPANY NEW YORK

Riot and Civil Commotion COVER

***Full Protection Against Loss From
RIOT --- INSURRECTION --- CIVIL COMMOTION
INCLUDING STRIKE EXPLOSION***

FIRE and ALLIED BRANCHES of INSURANCE

Fire, Lightning, Automobile, Explosion, Hail, Marine (Inland and Ocean), Parcel Post, Profits and Commissions, Registered Mail, Rents, Rental Values, Riot and Civil Commotion, Sprinkler Leakage, Tourists' Baggage, Use and Occupancy, Windstorm, Full War Cover.

STRENGTH

REPUTATION

SERVICE

The press records two unusual accidents: In Iowa a farmer was amusing children in a barn. He imitated a clown, and while standing on a big pile of corncobs he threw a rope over a beam above. A loop caught him around the neck just as the cobs slid from under him. The noose tightened and the "clown" strangled to death in a minute or two. In San Francisco a truck's brakes "refused" to work, on a hill on Grant Avenue. Down rushed the big machine, passing over a man-hole just as a workman was clambering out. He was killed.

Injuries received by a strike-breaker from striking employees are carried under the California state compensation act, rules the Commission.

The Royai Exchange wrote \$7,411,855 fire premiums last year, a gain of 16 percent over previous year. Represented by B. Goodwin.

Manager Geo. W. Dornin of the Springfield is out of town.

J. C. Crooks, formerly of San Francisco, is now located in Spokane.

New life business in Great Britain is now falling off notably, compared with the same time last year. We must look for a similar decline in this country before long—possibly next year.

Church fire insurance, never a success anywhere, is to be tried in Canada by the Methodists.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over	.	.	.	.	.	.	\$16,500,000.00
Losses Paid, Over	.	.	.	.	.	.	\$100,000,000.00

Pacific Department :

J. L. FULLER, Manager
FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street
SAN FRANCISCO

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation ^{OF} NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency ^{OF} NEW YORK

Admitted Assets, - \$2,786,430 Surplus to Policyholders, - \$1,269,113

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. MCINTIRE, Sec'y

Our Directory of Pacific Coast Fieldmen

Aetna

San Francisco—K. C. Hamilton,
G. Nathan, G. F. Roberts, 221
Sansome street
H. F. Mills, F. H. Rhoads, Agncy
Superintendents
Los Angeles—H. E. O'Brien, G. A.
Kingman, 933 Title Insur. Bldg.
Spokane—G. S. Mariner 601 Em-
pire State Bldg.
Salt Lake City—L. N. Brainerd,
16 Exchange Place
Great Falls, Mon.—C. C. Morris,
334 Ford Bldg.
Seattle—J. A. Murphy, State Agent
666 Empire Bldg.
Phoenix, Ariz.—L. M. McKinley

W. W. Alverson

San Francisco—A. M. Lovelace,
Agency Superintendent;
T. B. Clarke, W. T. Booth
Los Angeles—T. J. Keleher
Wm. C. Carlyon
Portland—W. E. Helfrich
Ward S. Jackson
Helena—Edwin Pendrey

Evans Companies

San Francisco—A. L. Merritt, Phil.
Hall, G. J. Ferris, S. E. McPherson
Napa—A. H. Smith
Fresno—O. D. Baldwin
Los Angeles—C. T. Collins
H. C. D. Keith
Seattle—John P. Breeden
Spokane—D. A. McKinley
Great Falls—J. E. Campbell
L. H. Box
Salt Lake City—F. W. Cardwell
Portland—L. F. Alderson
Seattle—W. J. McCommon (Auto)
Harry W. Nason, Manager City
Dept., San Francisco

Atlas

Portland—Wm. O. McAllen
San Francisco—E. K. Lower
George F. Alberti
L. O. Mayer
Spokane—W. J. Hobener
Los Angeles—H. R. Jackson

A. T. Bailey

San Francisco—F. A. Stahl, Wm.
Hackmeier
Portland—Chas. A. Colvin
Los Angeles—H. C. Swindell
Spokane—Charles E. Dunlop

Balfour, Guthrie & Co.

San Francisco—Alex. J. Cartwright
John S. Talcott
Portland—Neil Stewart
Seattle—A. H. Jackson
Spokane—Homer F. Mordoff
Kalispel, Mon.—Fred. W. Merigold
Los Angeles—Mark B. Harris
Sacramento—E. E. Panabaker
Fresno—A. W. Percival

Edward Brown & Sons

San Francisco—
W. H. Gibbons, L. M. Hale
E. W. Harrison, R. S. Shaw
Vallejo—W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—W. P. Porep
Spokane—Chas. A. Wendler
Denver—H. G. Doyle

Chapman & Nauman Co.

San Francisco—W. W. Jaquette
Portland—Roy H. Keagy
Los Angeles—Theo. Castle

California

San Francisco—
H. C. R. Buswell, Supt. of Agen's
B. A. Sifford, Asst. Sec'y
Claude C. Coleman
Seattle—A. N. Lindsay,
Portland—Phillips Beck
Los Angeles and Salt Lake—N. W.
Clayton, Jr.
Great Falls, Montana—Fred E.
Weatherwax

Capital

Los Angeles—Thos. Edwards

James F. Cobb Co. Inc.

Los Angeles—R. H. Jenkins

Commercial Union and Palatine

San Francisco—A. E. Field
Volney Seebeck Geo. F. H. ue
A. McAllister, Auto Dept.
Los Angeles—L. M. Fisher, Jr.
G. A. Inman, Auto Dept.
Portland—R. H. Conant
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Seattle—Geo. W. Swan
Great Falls—C. C. Morris

Connecticut & Westchester

San Francisco—C. W. Von Tagen
John M. Gordon
Los Angeles—L. P. Stephens
Portland—James S. Reed
Helena—Z. M. Boyer
Spokane—S. E. DeLong

James H. de Veue

San Francisco—F. A. Kress
Spokane—O. R. Daly
Seattle—B. D. Smalley, H. A. Canfield
W. A. Frazer
Tacoma—John B. Hill
Portland—B. D. Smalley Jr.

Fireman's Fund and Home Fire and Marine

San Francisco—R. D. Hunter, Supt.
Agencies, John J. Hammond
Kenneth Brown, Paul St. John
A. E. Webber, Bayard E. Nourse
R. H. Merrill, M. E. Spaulding
Thomas V. Humphreys, Clayton
Schwerin, G. A. Archambault
Geo. E. Erlin
Los Angeles—Weldon D. Whelan
Chester A. Swift, George D.
Gilmore, J. J. Bannion
Louis F. Knight, E. L. Gilbert
Portland—H. B. Tickner
J. D. Wheeler
Seattle—Frank L. Emerick, W. P.
Cassell, J. J. Campbell
Spokane—S. D. Hooper
Dan L. Weaver
Dallas—J. H. Snell, P. E. Tucker,
Walter L. Southgate, Robert M.
Cuney, J. N. Powers
Butte—A. W. Nyblom
Helena—C. D. French, R. C. Culver
Denver—W. P. Coffey, O. E. Scurr
F. R. Lanagan, F. H. Brown
Salt Lake—H. W. Armstrong
C. L. Larson

Fire Association and Philadelphia Underwriters

San Francisco—Charles L. Barsotti,
Supt. of Agencies, Thos. F.
O'Grady, Howard W. Hogan
Los Angeles—Geo. F. Staniford
Portland—Frank S. Glover
Seattle—Sam G. Gordon
Helena—E. M. Hutchings
Denver—L. D. Griffin

Benjamin Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, John L. Whelan
Geo. W. Madison
Los Angeles—Paul G. Keeler
Earl Holland
Seattle—Wm. F. Zwick
Spokane—Walter A. Frazier
Portland—Fred Tebben
Boise—L. L. Dibble
Great Falls, Mon.—A. N. Bushnell

John A. Hougaard

San Francisco—F. H. Schmitt

Carl A. Henry

San Francisco—J. N. Waters
Los Angeles—James F. Boylan
Portland—E. R. Thompson
Spokane—P. E. Gerould

Dixwell Hewitt

San Francisco—Geo. E. Devine, Supt.
of Agencies, L. H. Earle, C. L.
Greenwalt, Harry L. Cope, W.
V. Hollingberry, E. Knicker-
bocker, H. C. Gregg, S. W. Kep-
hart, R. C. Drake, L. M. Bell
Los Angeles—E. E. Price,
F. E. Naftzger
Portland—J. J. Dennis
Spokane—Gerard Clement
Butte—Chas. E. Miller
Billings—C. S. Abbott
Fresno—W. W. Grove
Walla Walla—H. J. Vallentyne

Home, New York Franklin, Philadelphia

San Francisco—Roff & Decker, Gen'l
Agents; Paul A. Normand, Asst.
Gen'l Agent; E. C. Dietz, Man-
ager Auto Dept.; R. B. Mathews
Inspector Improved Risks Dept.;
H. W. Wagenet, C. I. Magill,
S. R. Aitken, H. L. Thompson,
J. W. DePaoli, Special Agents
Los Angeles—Chas. Quitzow, State
Agent; James S. Suydam, L. H.
Wood, Special Agents
Portland—John C. Fox, Spec. Agt.
Helen Donally, Cashier
Edgar Stevens, Special Agent
Spokane—Geo. H. Houghton, Sp. A.
Salt Lake—M. B. Boothby, Sp. Agt.
Great Falls—Benn A. Scott, State
Agent; H. C. Dunn, Sp. Agt.
Seattle—W. B. Rasmusen, General
Agent (Auto Department)
Cheyenne—Hoyt Leech, Special
Agent, Hynds Bldg.
Phoenix—O. J. Bailey, Sp. Agent,
National Bank of Ariz. Bldg.

London & Lancashire, Orient and Law Union & Rock

San Francisco—Geo. Ormond Smith,
Agency Supt.; W. W. Gilmore
Geo. T. Richmond
Los Angeles—J. P. Yates, Agency
Supt.; Frederck W. Andrews
Denver—Nicholas Gardner
Helena—L. Robb Gay
Seattle—David H. Parry
Portland—Toll Thompson

Liverpool & London & Globe

San Francisco—R. H. Rountree
Frank J. Mann (Automobile)
Harrison Houseworth
Chester S. Myrick
Los Angeles—C. A. Lothrop
Spokane—P. J. Martin
Seattle—Frank E. Atkins
Portland—Geo. J. Janes
Phoenix—Wm. A. Sexton
Great Falls, Mon.—G. R. Brown

London

San Francisco—Wm. H. Hackett
Supt. of Agencies
P. R. Weinmann, B. L. Penfield
R. P. Thornton Mgr. Auto Dept.
J. Arthur Roach, Spec. Agent
Marine Department
Los Angeles—C. W. Rohrer
Portland—Gus J. Roth
Seattle—P. J. Perry
Spokane—J. E. Johnson
Denver—T. S. Heath

Ins. Co. of North America, Alliance The Yorkshire, Northern of N. Y.

San Francisco—Robert Sherrard
Sacramento—H. F. Thompson
Portland—Walter Bliss
Los Angeles—W. F. Kuhl
Spokane—H. B. Hagen
Seattle—Horace Reed
Butte, Mont.—E. C. Fotheringham
Fresno—Raymon L. Ellis
Vancouver, B. C.—Gordon Rennie

National Union

Sacramento—F. J. Heintz
Los Angeles—William M. Stodghill
Seattle—C. A. Tomassone

National Liberty

Portland—Fred S. Penfield

New York Underwriters Agency Utah Home Fire

San Francisco—V. H. Quitzow
Los Angeles—A. C. Anderson
Seattle—A. E. Bailey
Spokane—Chas. J. McPhee

New Zealand

San Francisco—D. A. Parker
H. H. Jones
Los Angeles—C. P. Lyndall
Portland—W. G. Fortmann
Denver—Fred Williams
Spokane—Volney Seebeck

Northwestern National

Seattle—A. M. Jones
Los Angeles—W. E. Labry
San Francisco—H. L. Clark
Oakland—J. D. Stanley
Tacoma—L. S. Frudenberg
Portland—G. F. Nickerson
Spokane—Henry Heath

H. M. Newhall & Co.

San Francisco—W. W. Keith.
Robert L. Hunter
Los Angeles—O. W. Bryant

Norwich Union

San Francisco—William T. Barr,
Supt. of Auto Department, Glenn
R. Lumbard, R. L. Countryman
W. L. Wallace, Agency Supt.
Portland—D. Ross Atkinson
Helena, Mon.—P. B. Churchill
Denver—C. D. Cobb & Co., General
Agts., H. C. Stebbins, Special Agt

Northern

San Francisco—R. H. Naunton,
Manager City Dept., Harry
D. Sherman, Frank J. Agnew
Los Angeles—G. Mueller,
Spokane—Walter E. Alair
Portland—R. G. Valentyne
Butte—Dudley Freese
Denver—Alfred L. Tefft

R. W. Osborn

San Francisco—F. J. Schoeneman
F. A. Lathrop, G. W. Dearborn,
C. V. McCarthy
Los Angeles—A. C. McConnell
Portland—H. E. Smith
Seattle—E. J. Young, G. E. Young
Denver—E. M. Brewster
Spokane—P. W. Gedney,
A. H. Hougard
Helena—

Edwin Parrish

Portland—Chester Deering
H. W. Randall
Spokane—Raymond C. Gillette
Los Angeles—R. C. Fischer
Sacramento—W. D. Young
San Francisco—M. E. Pinney, Harvey
A. Allen (Automobile Dept.)
C. C. Trowbridge, R. R. Sheldon

Phoenix, London

San Francisco—Fred H. Elster
Willard T. Lovell, Supt. Auto
Department
D. A. Barry
Portland—B. W. Jones
Seattle—C. A. Craft
Helena—R. M. Carr
Los Angeles—W. K. Chetwood
B. J. Kellner

E. E. Potter & Sons

San Francisco—T. S. Torrey, Agency
Manager, R. H. Davis
Los Angeles—C. H. Gatchel
Portland—E. A. Parsons
Spokane—C. R. Kerns

Royal, Queen and Newark

San Francisco—F. M. Gilcrest
J. B. Walden, Fred. H. Farr
R. S. Folger, R. W. Guthrie
W. H. Ticknor, J. G. Rourke
Fresno—E. P. Eldred
Los Angeles—J. K. Urmston
F. J. Perry, J. H. Martin
Sacramento—D. L. Stewart
Portland—C. D. Gabrielson
Seattle—Matt B. Evans
Spokane—J. H. Banks
Butte Mont.—Wyatt M. Paine

Royal Exchange

Denver—W. J. Ciscel
Seattle—Lawrence F. Lamping

Selbach & Deans

San Francisco—G. A. Davies
Los Angeles—R. L. McCulloch
Seattle—C. M. Rupe
Spokane—A. S. Heatfield
Billings, Mon.—C. C. Price

Springfield

San Francisco—Geo. C. Coddington
Frank H. Young,
Los Angeles—J. E. Crandall
Ralph G. Stich
Seattle—C. H. Anderson
Portland—W. L. Harnan
Butte—Hugh C. Dunn
Salt Lake—C. L. Spear

Scottish Union & National and State Assurance

San Francisco—J. H. Fuller
Rollin M. Kelley
Los Angeles—Chas. Niemann
Tacoma—Fred W. Gaston
Spokane—H. C. Edmundson
Denver—J. L. Reams

Geo. H. Tyson

San Francisco—Clifford Conly and
Harry Benner, Supt. of Agents,
J. B. Hatcher, K. R. Lainer
Fresno—Phillip C. Keating
Los Angeles—J. C. Howard, Gen
eral Adjuster
J. S. Bryson
Sacramento—E. F. Hewitt
Portland—Arthur A. Ferns
Seattle—W. T. Burwell
Wallace L. Atkinson
Spokane—L. D. Mitchell
Billings—Gilman L. Camp
Salt Lake City—Richard Orloff

Vulcan Fire

San Francisco—J. J. Clayton
C. S. Smith
Los Angeles—Otho N. Hall
Butte—O. R. Indahl

Willard O. Wayman

San Francisco—W. W. Cleveland
Chas. Harris, Agency Supts
E. P. Caine, Jno. A. Faull,
H. S. Landon
Los Angeles—Oscar Unmack
Seattle—L. G. Feyen
Denver—Robt. E. Wallace
Spokane—Harrison Latham

Western, British America, and Firemen's Underwriters

Los Angeles—Victor E. Dawson
Seattle—Chas. H. Templin
San Francisco—William L. Brown

Watson & Taylor

San Francisco—E. F. Griffen
Los Angeles—Geo. O. Rhorer

Appraisers

San Francisco—J. P. Treanor

The 10 percent surcharge in Arkansas had something to do with the excess profits which necessitate under the law a 6 percent reduction of rates in that agricultural state.

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT WESTCHESTER

FIRE INSURANCE CO. FIRE INSURANCE CO.

OF OF

HARTFORD NEW YORK

ESTABLISHED 1850 ESTABLISHED 1837

**FRED'K S. DICK and HARRY L. SIMPSON,
MANAGERS**

**PACIFIC DEPARTMENT
SPRINGFIELD**

F. & M. Ins. Co.
of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

150 Sansome Street, San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR GEO. C. CODDING J. E. CRANDALL C. H. ANDERSON
FRANK H. YOUNG RALPH G. STICH W. L. HARNAN

A Christian Science father in Newark, N. J., has been found guilty of manslaughter because he permitted his 9-year-old daughter to die of diphtheria without medical attendance. However he caused her to be "treated" over the telephone and per-

sonally by C. S. practitioners
The charge is made in Congress that the International Typographical Union exercises a censorship over news and refuses to allow publishers to print anything adverse to labor unions.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Statement Reviews

New Jersey: assets, \$2,782,985; net surplus, \$382,745; premiums, \$1,562,643, slight decline; losses, \$847,928, a falling off; losses incurred ratio, 59.5; expense ratio, 41.7; combined, 101.2 percent of premiums. First dividend paid, 4 percent. Underwriting loss about \$31,000.

The Pacific National last year received from its stockholders \$108,707.84 as subscription to the surplus. Assets were increased \$126,684. Net surplus was increased \$117,818. Plucky stockholders, these Sacramentoans. Premiums \$58,761, a gain of over \$12,000. Losses and expenses paid were 96 percent of the increased premiums

and 100 percent of the earned premiums.

Ins. Co. State of Penn: assets, \$4,744,821, a nominal gain; reserve, \$2,667,359, a considerable decline; net surplus, \$651,118, a doubling; premiums, \$2,542,923, a considerable decline; dividends paid, none; expenses and losses paid, 96.6 percent of premiums.

Milwaukee Mechanics: assets, \$6,796,893, large gain; net surplus, \$1,420,261, a gain; reinsurance reserve, \$3,528,154, gain nearly half a million; premiums, \$3,764,013, gain over \$800,000; incurred losses to earned premiums, 46 percent.

The Bankers Life of Des Moines reports a 25 percent increase in new business.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE Co.
OF CALIFORNIA

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG., LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager
H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$2,192,173.14
Liabilities in United States	1,419,245.79
Surplus	\$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Trade journals can exist and be useful only through the aid of income drawn from advertisements. The only newspaper friends of insurance companies are the insurance journals.

Auto insurance now produces a million premiums and a half million losses weekly.

As a whole hail insurance was profitable last year.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

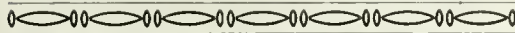
266 Bush Street, - - - - San Francisco

**A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO**

**T. J. KELEHER, STATE AGENT,
LOS ANGELES**

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
W. T. Booth. Los Angeles:—Wm. C. Carlyon. Helena:—Edwin Pendrey
TERRITORY:— Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000

Net Surplus, 420,574 63

Surplus to Policyholders, . 920,574 63

Cash, Bonds and
Secured Loans, 1,349,594 02

Other Assets, 177,129 00

Total Assets, 1,526,723 02

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER



What has become of liquid air that
a few years ago was to revolutionize
the world?

***Life Policy Buyers
Are Invited***

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

***of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts***

FREE

**State Age (about) of Self and of De-
pendents for whom Protection is wanted**

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE**EXPLOSION****AUTOMOBILE****FIRE ASSOCIATION**

Of PHILADELPHIA

Cash Assets, - \$13,481,581.02 Surplus to Policyholders, - \$3,599,623.24

Philadelphia Underwriters

(Insurance Company of North America and Fire Association of Philadelphia.)

Total Assets, - \$40,755,189.48 Surplus to Policyholders, - \$13,473,116.40

F. M. AVERY, Manager**Pacific Coast Department: 242-244 Sansome St., San Francisco**Supt. of Agents, CHAS. L. BARSOTTI; Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco;
GEO. F. STANFORD, Los Angeles; SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.**NEWSPAPER HEADLINES**

Eight killed in Oregon Train Wreck

Carried a Bucket of Gasoline and a
Lantern: He Is Dead

Eight Revelers in 5 a.m. Auto Smash

Eighteen Hurt as Machine Speeds down
Embankment

Woman Thrown Through Windshield

Two Women Die in Overturned Auto

**LIABILITY OR COMPENSATION IN
COURT****INVALID**

Cal. Workmen's Compensation Act of 1917, § 25, in so far as it purports to authorize the Industrial Accident Commission to make any award on account of injury to an employee other than against his immediate employer, or the insurance carrier of his immediate employer, is invalid as without constitutional sanction under Const. art. 20, §§ 17½ and 21, as amended.—Worswick Street Paving Co. v. Industrial Accident Commission, 185 P. 953.

CARPENTER'S FALL

Where a carpenter employed by a partnership to build a silo on its dairy farm died from a fracture of the skull caused by the fall of a scaffold, the accident occurred in the course of the business of employers; the silo being essential to the business.—Globe Indemnity Co. v. Industrial Accident Commission of California, 187 P. 452.

Where employee was killed by being thrown from an automobile furnished by the master to transport the employees to the place of work, his injuries arose out of and in the course of employment within the workmen's compensation act.—Dominguez v. Pendeia, 188 P. 1,025.

The phrase "working class" is a mischievous one because it is now artificially confined only to a small and ignorant fraction of those who work. Everybody worth while works nowadays, because work is healthy and idleness is unhealthy. There is no "working class" but there is an ignorant and vicious class who cheat themselves, their employers and "the people"—who also are their employers—by doing an unfair day's work for a too fair wage.

The town of Cranmore, Cal., has not had a death since 1863. Quite naturally, life insurance solicitors avoid the town.

The meanest mind waits for dead
men's shoes.

Here is the case of Nuckles v. Tall-
man.



THE SPIRIT OF THE WEST IS

THE SPIRIT OF

WEST COAST SERVICE

"WITHOUT A VISION THE PEOPLE PERISH"

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000

Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HELSER, Vice-President

376 Pine Street,

West Coast Building,

San Francisco

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

<i>Strong Paper Cover,</i>	.	.	<i>One Dollar</i>
<i>Flexible Cloth Cover,</i>	.	.	<i>One-Fifty</i>
<i>Red Pegmoid Cover,</i>	.	.	<i>One-Seventy-Five</i>

For Sale by the Coast Review, 122 Halleck st., San Francisco

 <p>NORTHERN LIFE INSURANCE CO.</p> <p>Northern Life Building SEATTLE, U. S. A.</p> <p>D. B. MORGAN, President</p>	<p>Reserves and Surplus to Policyholders \$1,950,000.00</p>  <p>HOME OFFICE SEATTLE, U.S.A. RELIABLE REPRESENTATIVES WANTED</p>	<p>COMBINATION CONTRACTS "3-in-1" LIFE HEALTH ACCIDENT</p> <p>ONE POLICY ONE PREMIUM — PAYS — DOUBLE DEATH BY ACCIDENT</p> <p>Loss of Hands, Feet, Eyes Permanent Disability Benefits Monthly Indemnities Sickness or Accident</p>
--	---	---

**EXCLUSIVE WORKING RIGHTS
and
STRONG HELPING PLAN**

*in a rich and prosperous district, are available to a life insurance salesman, **Who is a Salesman**, as a representative of a **strong mutual company**--*

ONE OF AMERICA'S GREATEST

Write X. Y. Z., Care of this paper

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.
CALEDONIAN INSURANCE CO., Edinburgh
CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.
NORTH CHINA INSURANCE CO., LTD.
QUEENSLAND INSURANCE CO., LTD.
ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.
UNION INSURANCE SOCIETY OF CANTON, LTD.
SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Just in proportion as a woman is like a man she is unattractive—to a real man.

as a woman he is unattractive—to a real woman.—Philosopher Bill.

Just in proportion as a man is like a woman she is very like a man.

When a woman talks politics, Bill,

The looters of the Pittsburg Life & Trust are in the penitentiary. How much loot they got is not surely known but probably good pay for the rogues' year and a half service in jail,

The life insurance solicitor earns his commission but the rate is too high if he rebates it. Eighty-five percent is paid him in order that he may rebate and steal the other fellow's business. Don't you believe it?

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,066,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation Automobile Liability, and all other Liability Lines
---	---	---

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS—C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supl. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid; \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

San Francisco Notes

Rents have been advancing and apartment houses and business blocks have changed ownership several times in quick succession.

Liquor men who were made rich by prohibition are among the buyers.

Apartment house people, however, are beginning to put up to let signs.

Felix's restaurant has closed. It was patronized at noon by many insurance men.

The Red Paint restaurant has closed also.

Bonini's Manger (and pigeon) restaurant has closed for good.

The recently consolidated Portola-Louvre-Odeon restaurant has closed.

The Palm cafeteria, Lacey's suc-

cessor, has closed.

The Italian exodus continues.

The big Il Trovatore Italian restaurant on Broadway, San Francisco, is now "closed forever," fellows. Its patronage fell off when the prohibition law stopt the selling of wine. A number of groceries in the city have also closed for the same reason.

Names

Kearful, Birdzell, Hayslip, Day, O'Day, Doubleday.

Bok, Bock, Buck, Buchanan, Bohannon, Hannon.

Noble Twelvetrees writes to the Manchester Policyholder.

Scottish Union and National

Insurance Company
Of Great Britain.

Organized 1824.

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:
Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,

605 Mohawk Bldg., - Spokane, Wash.
for Montana, East'n Washington and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

Agents Wanted

Special or Local Agents or
Clerks or News Men

Can Make a Tidy Bit by
Soliciting Subscriptions

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

*This is Cash Work and
a Bonus*

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

GENERAL

A member of Congress will introduce a bill confiscating all income in excess of \$500,000. The fool believes that men will invest and plan and work and risk money to make more money to pay to government for the feeding of office-holding parasites; whereas capitalists would prefer to lock up

their capital in safe deposit vaults and let the workingmen go starve.

The English normal tax (applicable to the lowest incomes) is 30 percent.

"Altruism is egoism in disguise."

The Goodyear Tire and Rubber plant at Los Angeles is to be metrically standardized throughout.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

EDWARD BROWN & SONS
GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

ITEMS

Wheat and barley crops in California are poor, owing to lack of timely rains. Much of it headed out when a foot or so high. Some of both wheat and barley if cut for hay will be too short for the rake to catch. Many fields were abandoned to stock for pasturage. Dry north winds did great damage. Pasturage will give out early.

France will impose an additional tax of 10 percent of every bachelor's income Hit 'im!

The open knife electric switch has been barred in Indiana.

Sprinkler insurance now yields over one million premiums yearly with moderate losses.

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.

Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE, Supt. Agencies**

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

CALIFORNIA

In 1918 Los Angeles bank clearings were little more than a fourth of the San Francisco total but in 1919 they were nearly a third. The total bank clearings were — San Francisco, \$7,-286,339,237; Los Angeles, \$2,339,-401,000.

Building activities in 1919: San Francisco, \$18,644,343; Los Angeles, \$28,253,619. The latter city is "open shop."

Imports and Exports in 1919: San Francisco, \$4,549,099; Los Angeles, \$362,593. Both cities made large gains.

LOS ANGELES HARBOR

The California Development Board 1920 report says: The Port of Los Angeles, formerly known as San Pedro, is a broad stretch of navigable water protected by breakwater, 2.11 miles in length.

The harbor is municipally owned and controlled. It is under the jurisdiction of the harbor commission appointed by the mayor.

The municipal wharves of standard construction, 10,380 feet being of wooden piles creosoted and deck; 2,525 being reinforced concrete piles and deck.

Private wharves are approximately 24,000 feet and are practically all of wooden construction.

The main channel is 400 to 900 feet wide, with a depth at low tide of 30 feet and extends two and one-half miles to a turning basin.

Why doesn't the chief yellow journalist unmask a profiteer.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

MISCELLANEOUS

Faulty Federal Taxation

Two years of Faulty Taxation, and the Results: by Otto H. Kahn, New-York, who always says what is worth hearing. Conceding that Congress meant well by laying a heavy burden upon business and incomes, in 1917, he says it is well to remember the old French saying, that "virtue has been known, at times, to be more dangerous than vice, because it does not feel itself subject to tempering restraints."

Moreover, our tax legislation, apart from being shot through with the customary and expected elements of politics, bears unmistakable evidence of class and sectional bias.

The three principal direct taxes are the excess profit, the income and the inheritance tax. These federal taxes have played a very considerable part in boosting prices far beyond the natural effect of war circumstances. The war profits tax is approved.

The excess profits tax puts a fine on energy, enterprise and efficiency, says Banker Kahn. It operates unfairly, freakishly and unevenly, and greatly enhances the cost of things.

The English maximum income taxation is 52½ percent, ours is 73 percent, without including state income taxation. Our maximum is the highest in the civilized world.

The highest rate of English surtax is 22½ percent; our highest rate is 65 percent.

Our Government therefore takes from the business man (and the financier of industry) three quarters of his income (besides other taxes).

Capital invested in taxable bonds (owned largely by life and other insurance companies) has undergone a very heavy shrinkage.

Counterfeit War Savings Stamp

Printed from a steel plate on a good grade of paper, the counterfeit stamp shows the following defects:

Left cheek of Franklin has a pronounced swelling.

Lower one of two left dots below the portrait is comparatively indistinct.

Vertical opening between the lines in the lower left part of the numeral "2" in "1924" is closed.

REAL ESTATE

Where a note evidencing a debt secured by a real estate mortgage merely provides that default in payment of principal, interest or taxes shall at the holder's option mature the whole debt, the debt is not absolutely due at the first default of interest, since the mortgagee may refrain from exercising his option.—*Linn County Bank v. Grisham*, 185 P. 54.

The Virginia supreme court of appeals has ruled that a mortgage on an automobile to secure a loan from a finance company is null and void. Recording a mortgage or deed of trust or retail title contract with the dealer is no protection. The purchaser is not bound by constructive notice. He must have actual notice.

In this case the dealer was financed by an outside company, and his autos thus mortgaged were displayed in a salesroom with his own. The act of permitting such autos to be displayed and sold is declared to be destructive of the rights of the creditor.

PRICES.—Sugar 25 to 32 cts a pound
Barbers charge 75 cts for a hair cut. "A shingle, Mr. Barber." Government announces a 21 percent average increase in prices in 1919. In 1920 too?

The Salvation Army school house near San Francisco burned, and the "Army" immediately began soliciting money for rebuilding. Which moves me to ask, Why wasn't the school house insured?

A great memorial building in honor of our soldier dead in France is proposed in San Francisco. Among the subscribers to this memorial fund is the Pacific Mutual Life Ins. Co., down for \$5,000.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

MAY

A Useful Publication

In its 49th year

GENERAL

The Federal Trade Commission has published the first volume of its Decisions, Findings, Orders and Conference Rulings. Bound copies may be obtained from the Superintendent of Public Documents, Washington, for \$1.50 apiece.

The National Benefit Assurance of London may enter New York, as a marine insurer at first.

Western Union Telegraph Co.

At December 31, 1919, there were in operation 215,651 miles of pole line, 789,937 miles of iron wire, 609,694 miles of copper wire, 2,973 miles of land line cables, 23,260 nautical miles of ocean cables and 25,159 public offices. The Interstate Commerce Commission is still engaged in appraising the value of the Company's property, about 99% of which has been recorded on inventory sheets but no values have yet been announced.

The total book value of marketable securities remains practically unchanged. These securities were priced at the quotations of December 31, 1919, and it was found necessary to set up \$523,271 additional in the reserve for depreciation of securities, which now amounts to \$1,415,443, and of which \$713,782 represents depreciation in the value of Liberty Bonds owned.

A federal court in Nevada has ruled that vasectomy is a cruel and unusual punishment. So, learned judges, once was electrochaining and also hanging by the neck.

A British office—Clerical, Medical and General—has increased premiums 3 to 4 percent for new business to meet increased costs of overhead.

The largest British office averages only \$800 policies in its ordinary department; in the United States of America the average size is \$2,300.

"Unearned premium" column in Coast Review Fire Chart is next to "premium received" column, for comparison. If too small "incurred" by comparison, investigate. The Ohio German and the Shawnee Fire "unearned" was far too small but nobody noticed the shortage.

In ancient days people believed that the gods ordered everything. They marked all living creatures for death. The living were the leaving—those left awhile. In war it was fate, not chance, that selected those marked for slaughter. The slain were the called—by the messengers, the angels, the valkyrie.

Life insurance is the only estate that most men with an estate ever leave.

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND TENTH YEAR

SUN INSURANCE OFFICE OF LONDON

FOUNDED IN 1710

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE INSURANCE COMPANY

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC ASSURANCE CO. Ltd OF DUBLIN, IRELAND

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00

ON April 1, 1907, after settlement of its San Francisco conflagration losses, the Fireman's Fund Insurance Company was rehabilitated with gross assets of \$5,300,000, reserve \$2,700,000, net surplus \$550,000, and policyholders' surplus \$2,150,000.

On April 1, 1920, with the increase in capital stock fully paid, the company has gross assets of \$22,500,000, reserve \$10,000,000 net surplus \$6,000,000, and policyholders' surplus \$9,000,000.

Volume 96
Number 6

JUNE
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

Telephone Sutter 1732

The Only INSURANCE Journal in the Pacific West

Insurance Publishing Co., Publishers

United States Fire Business in 1919

Conly and Benner Appointed Assistant General Agents

Fire Association in New San Francisco Offices

New Officers of Manager Avery's Department

An Arizona Life Decision

Some Interesting Fire Figures

Efficiency of Automatic Sprinklers

Pacific Mutual Life Examination Very Favorable to Company

California Supreme Court Decision

Story of an Annuity Claim

While Leaving Elevator Decision

Marine Insurance Matters

United British Withdrawn from United States

Field Men's Notes

West Coast Life Adopts Branch Manager System

Liability of Interinsurer's Members

Johnson & Higgins Revelations

Circulating Extensively in all the
States and Territories of the
Pacific West

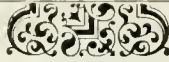
Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

ON April 1, 1907, after settlement of its San Francisco conflagration losses, the Fireman's Fund Insurance Company was rehabilitated with gross assets of \$5,300,000, reserve \$2,700,000, net surplus \$550,000, and policyholders' surplus \$2,150,000.

On April 1, 1920, with the increase in capital stock fully paid, the company has gross assets of \$22,500,000, reserve \$10,000,000 net surplus \$6,000,000, and policyholders' surplus \$9,000,000.

FIRE



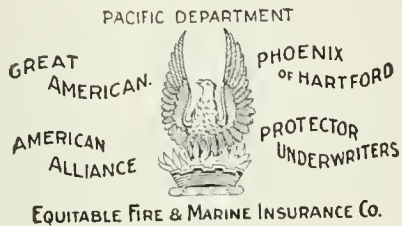
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



GEO. H. TYSON GENERAL AGENT
HERBERT FOLGER ASST GENL AGENT
SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Coast Review's Agency

UNITED PROTECTIVE SOCIETY

(NOT AN INSURANCE SOCIETY)

NEW YORK

SAN FRANCISCO

CHICAGO

A POLICYHOLDERS', DEPOSITORS' and INVEST- ORS' SOCIETY

A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVEST-
MENTS AND BANKING.

Appraisers, Adjusters, Inspectors, Accountants, Special Experts and
Counsel Employed

INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
INEXPENSIVELY

Insurance and Other Corporation Reports Analyzed, and Condition, Age
Litigation, Record, and General Reputation Classified by Numbers

SPECIAL INFORMATION SENT BY WIRE OR POST

There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars
122 Halleck Street,
San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00

Net Surplus, 414,251 03

Total Assets, 1,579,366 87

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

H. C. R. BUSWELL, Superintendent of Agencies

A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;

R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;

MILTON HALEY, B. A. SIFFORD, San Francisco

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

**Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
Explosion, Plate Glass, Fidelity and Surety Bond**

INSURANCE

LONDON & LANCASHIRE FIRE INSURANCE CO., Ltd. Of LIVERPOOL. Eng.
Incorporated 1861

ORIENT INSURANCE CO., of Hartford, Conn. Incorporated 1867

LAW UNION & ROCK INSURANCE CO., Ltd. Of LONDON—Founded 1806

LONDON & LANCASHIRE INDEMNITY CO., of America

Organized Under the Laws of the State of New York—Incorporated January, 1915

PACIFIC DEPARTMENT—332 Pine St., San Francisco, Cal.

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Supt., San Francisco

J. P. YATES, Agency Supt., Los Angeles

**SPECIAL AGENTS—W. W. Gilmore, Geo. T. Richmond, San Francisco; Frederick W. Andrews, Los Angeles;
David H. Parry, Seattle; Toll Thompson, Portland; N. Gardner, Denver; C. A. Coffey, Spokane**

AUTOMOBILE DEPARTMENT

R. F. BENNETT, Superintendent

Special Agents—Howard J. Tobin, Lyman Lacy

SURETY and PLATE GLASS DEPARTMENT

CHARLES A. PREVOST, Superintendent

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

NEWSPAPER HEADLINES

—
Young Woman Leaps from Colliding
Auto and is Instantly Killed.

—
Two Drown When Auto Falls in River

—
Shot Dead by 5 Armed Bandits

—
Woman Looking Out of Window is Fired
at by 5 Thieves

—
Electric Train Runs Wild 17 Miles!
Brakes Fail

Crushed by Falling Timber

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
**DOUBLE INDEMNITY,
DISABILITY BENEFITS,
REDUCING PREMIUMS.**

See the new Low Rates.

JOHN F. ROCHE, Vice-President

The Manhattan Life
Insurance Co. Organized 1850

66 Broadway, New York

LEGAL

Extending time for payment of premium waives right to enforce forfeiture. 331 S. W. R. 268.

Price of paper is still ballooning.

FIRE

Fire Marshal's Report

A. C. Barber, state fire marshal of Oregon, has issued his report for year ending March 31.

It is recommended that everyone who has had a fire be required to report on cause and damage.

A fire should be regarded as proof of negligence.

In 1917 there were two indictments for arson. Both were acquitted. "Not guilty but don't do it again."

In 1918 five prosecutions. One out on bond; three confessed guilt; one found guilty.

In 1920 nine persons were arrested on charge of arson. Three confessed; two are waiting trial; four sentenced and out on parol. Two were boys; one incendiary made restitution of \$5,000.

Account of fraud of banker—local agent, who wrote a policy in the Home on a grocery at Riddle eight hours after the fire, which the grocer confessed to setting. The banker-agent had \$800 equity in the building. He filled in his name in the title papers (in escrow) as purchaser and then wrote the policy to himself. The sheriff made a bargain with this banker (S. C. Beyer) to dispose of his bank at once. License as banker and agent revoked.

A sewer is "machinery." 176 N. W. R. 877.

In time of peace and prosperity prepare for a war of depressed times.

“THE LEADING FIRE INSURANCE COMPANY OF AMERICA.”

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$10,705,995.47
Surplus as to
Policyholders
\$15,705,995.00



Cash Assets Now
\$37,144,626.00

Losses Paid
in 100 Years
OVER
\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

W. H. BREEDING, General Agent

H. DURBROW, Asst. General Agent

H. F. MILLS, F. H. RHOADS, AGENCY SUPERINTENDENTS

MAIN OFFICE — 219-221 Sansome Street — SAN FRANCISCO

J. A. MURPHY, STATE AGENT OREGON AND WASHINGTON

**SPECIAL AGENTS—H. E. O'BRIEN, L. N. BRAINERD, GEO. F. ROBERTS, GEO. A. KINGMAN
G. NATHAN, G. S. MARINER, K. C. HAMILTON, C. C. MORRIS, L. M. MCKINLEY**

(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920. **\$50,590,485 33**
Surplus to Policyholders, **18,128,807 40**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

**San Francisco—L. H. EARLE, C. L. GREENWALT, H. L. COPE, W. V. H. OLLINGBERRY,
E. KNICKERBOCKER, H. C. GREGG, S. W. KEPHART, R. C. DRAKE, L. M. BELL,
Los Angeles—E. E. PRICE, F. E. NAFTZGER, Portland—J. J. DENNIS, Spokane—GERARD
CLEMENT, Butte—CHAS. E. MILLER, Billings—C. S. ABBOTT, Fresno—W. W. GROVE,
Walla Walla—H. J. VALLENTYNE.**

JUNE, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number six

Entered at San Francisco Postoffice as second-class mail matter

There's no place like home—for accidents.

o o o

There never was such a thing as a civil war.

o o o

Losspayer would be a better word than insurer.

o o o

Would you prefer "inspector" to "special agent"?

o o o

Fire losses are increasing in many sections, but the gain can't be laid to falling prices. Some of it may be due to falling sales and rising fears.

o o o

It is not believed that building costs will decrease for the next two or three years. Therefore insure "up to the hundle" of present values.

o o o

The way to make your city grow fast is to annex all contiguous and nearby towns.

o o o

"History is fiction agreed upon," said Napoleon. Then the regulated life commission is "history."

o o o

Under production always makes higher prices—except in insurance.

o o o

Price of "gas" has not reduced automobile accidents.

Sometimes "watch us grow" is not so appropriate as "hear us crow" would be.

o o o

Tell me, what relation is O. Shaghnessy to O'Shaghnessy? The "gh" in this name was formerly sounded as two syllables. It was the actor Lawrence Barrett's real name. Lawrence was a believer in life insurance and left his widow \$75,000.

o o o

Instead of "plum" why not say "gets the prune"? For four fat prunes for breakfast cost 10 cents.

o o o

Perhaps this country will authorize "all in" policies too, as in Great Britain. Covering fire, leakage, storm, lightning, window-breakage, explosion and quake damages, and indemnity to pedestrians from falling flower-pots and chimney-bricks, and open coal-holes, they should be very popular.

o o o

When you pay your life insurance premium, say, "I have paid for one year's mind comfort."

o o o

Wanted: A new name for a new fire company. Something entirely new.

o o o

We do not expect to record any case of fire extinguishing with wine. The price is too high.

FIRE INSURERS IN COURT

CALIFORNIA

Ramirez v. United Firemen's Ins. Co. stal., 189 Pacific Rep. 309.

**Condition of Ownership not
Breached by Possession
Under Contract to Purchase**

There was no breach of the policy condition of ownership of the property in insured, because he was in possession merely under a contract to purchase the property on monthly installments, though, owing to its informal character, he and the seller later entered into a more formal and complete contract in reference to the sale.

**Preliminary Proof of Loss
Within 60 Days Waived**

Statement of insurer's agent, after loss to insured, that he would attend to giving notice to company, followed by appearance of adjuster, who instructed insured as to making plat of rooms, with inventory of contents, held a waiver of policy provision insured should render preliminary proof of loss within 60 days, though adjuster later induced insured to sign stipulation, which he did not understand, on representation it was act necessary in effecting settlement. 189 P. 309.

The local agent notified the company of the loss, in response to which Mr. Cote, the company's adjuster, appeared on the scene two or three days after the fire, and, ascertaining that the result of the fire was a total loss of the property, drew a plan of the rooms in the house and told plaintiff to list the articles in each room, with the value thereof, and give it to him, or send it to the

company, with which demand plaintiff, after making the inventory in the manner required by the adjuster, complied.

Proof of Loss

While failure to furnish proof of loss within the time stipulated in a fire policy is no ground for defeating recovery, the furnishing of proofs of loss, unless waived, is a condition precedent to the maintenance of an action thereon.

Liability Denied, Right of Action Begins

Where insurer denies liability under fire policy and refuses to pay the amount of loss claimed, the provision that no suit can be brought until a certain time after the loss, or after proofs of loss are furnished, is waived, and the right of action on the policy accrues immediately.

If the insurer denies all liability under the policy, it waives its right to withhold payment for the 60-day period, and interest on the amount recoverable will run from the date of the loss.—Home of New York v. Roth, 218 S. W. 471.

Mortgagee's Rights

Where a mortgagee was made the owner of a fire policy as his interest might appear, with the provision that his interest should not be invalidated by any act or neglect of the mortgagor, the contract between the insurer and the mortgagee is separate from that between the insurer and mortgagor, and the forfeiture of the mortgagor's rights by taking out additional insurance does not authorize the insurer to pay only three-fourths of the loss

to the mortgagee under a clause restricting the recovery to such amount in case of other insurance.—*Home Ins. Co. v. Boatner*, 218 S. W. 1097.

May Sue After 60 Days

Under a policy making the loss payable 60 days after notice, ascertainment, and satisfactory proof of loss, and providing for an appraisal in the event of disagreement as to the loss plaintiff may sue immediately upon the expiration of the 60 days if the parties agree as to the loss or the insurer fails to object to the amount demanded within 60 days

Where Suit Is Not Barred in 12 Months

Though a policy bars actions unless commenced within 12 months after the fire, where it also gives insured 60 days to file proofs of loss and the insurer 60 days to examine them, authorizes it to require further data and information, and provides for an appraisal and prohibits actions until full compliance with all requirements, including the provision for appraisal, suit is not barred in 12 months if insured, acting diligently and in good faith, is unable to bring suit within that time.

Messler v. Williamsburg City Fire Ins. Co., 108 A. 832.

Liable for Continued Injury

A notice by a beneficiary under an accident policy to insurer that he was partially disabled for 16 weeks, and that at filing of claim the partial disability continued, and that an injured limb then caused swelling and pain

when he attempted to walk, was sufficient, and the insurer was liable for the 10-week period of partial disability that prevailed subsequent to the filing of the original claim, and which was pleaded in the petition.

Wheeler v. Standard Acc. Ins. Co., 176 N. W. 670.

Change of Ownership Several and Divisible Policy

Fire policy, insuring a dwelling, furniture, and wearing apparel, as well as a barn, and the contents thereof, in separate amounts, must be deemed as to the furniture and apparel, so that where the policy was not canceled by the insured or his agent, the insured may recover for the loss of the furniture and wearing apparel, notwithstanding his sale of the barn and dwelling, where the property, when destroyed, was still in the dwelling, insured not yet having surrendered possession thereof.—*Westchester Fire Ins. Co. v. Looney*, 219 S. W. 1116.

Not Agent of Insured

Agent, who, without the knowledge of insured, procures another agent to write the risk, dividing commissions with him, is not authorized as an agent of insured to make terms or to bind insured by stipulations not included in the policies and not known to insured, and the insurer is not entitled to have the policies reformed to conform to terms agreed upon between the insurance agents.

"Situating At"

Fire policies on forest products situated at eight described locations

on a logging road, sold but not delivered or removed, held to cover products adjacent to such locations, not piled or banked, but ready for loading, and left for the purpose of being loaded without being banked, not separated from other property by over 50 feet, as such products were "situated" at such locations within the meaning of the policies.

Blanket Policies

Fire policies on forest products at eight locations "on Saari Brothers Railroad," covering \$50,000 on stock, consisting of timber, etc., setting a certain sum opposite each of eight camps or locations, and providing that on loss each policy should attach on each location in such proportion as the value in or on each location bears to aggregate value of property insured and indorsed "Floater Form," at rate charged for blanket insurance, were blanket policies not prorated among the specific locations, but covering each to the full amount.

Zenith Box & Lumber Co. v.
National Union Fire Ins. Co.,
175 N. W. 894.

Warehouseman's Interest

A warehouseman has an insurable interest in goods to which he has no title, and may recover for their loss in its entirety under a policy insuring goods held "in trust or on commission," or "sold but not removed."

It is not forbidden by the law that a policy should be so framed as that the insurance shall be inseparably attached to the property meant to be covered, so that successive owners during the continuance of the risk

shall become in turn the parties really insured.

Goods Held in Trust

Under a policy insuring goods held "in trust or on commission," or "sold but not removed," issued to and in the name of a warehouseman for the benefit of the true owners, the true owner may sue and recover his interest, where there was a legal duty owing by the warehouseman to the true owner to take care of the goods, so that the insurer's promise to pay loss is enforceable by the party for whose interest it is made.—*Lewis v. Home Ins. Co.*, 181 N. Y. S. 839.

Liable for Leakage Caused by Tornado

Under an ordinary fire policy, which provides that insurer shall not be liable for loss by lightning, the insurer is liable for loss by fire started by lightning, although not liable for damages caused by the lightning itself.

A policy insuring against damage from sprinkler leakage, and providing that the company should not be liable for loss by fire, or leakage caused directly or indirectly by fire, or for loss caused by lightning, cyclone, tornado, or windstorm, etc., held, in view of the other exceptions and the main purpose of the policy, to include loss from leakage caused by a tornado, which injured the sprinkler system, etc.

Maxwell v. Springfield Fire &
Marine Ins. Co., 125 N. E. 645.

Wood alcohol makes its usual weekly killing, all the way from Maine to California.

LIFE INSURERS IN COURT

—
**Wrongful Cancellation—
 Compensation**

Where a life policy has been wrongfully canceled by insurer, without giving the notice required by Laws 1909, c. 884, and the condition of insured is such either by reason of age or physical condition that he cannot reinsure, the measure of compensation for the wrongful cancellation is the present worth of the principal sum in the policy reduced by the premiums that the insured would reasonably be called upon to pay, as found by the jury.—*Garland v. Jefferson Standard Life Ins. Co.*, 101 S. E. 616.

—
**After Medical Examiner Ap-
 proves**

Apart from any untrue or fraudulent answers made by applicant for life policy, after a medical examiner of company has passed applicant knowing of defects in his body, the company may not thereafter contend that the insured was unsound.—*Wingo v. New York Life Ins. Co.*, 101 S. E. 653.

—
 The Southern Underwriter prints the portraits of the fifteen McGlawn associated agencies' managers, one of whom is A. G. McKinnon of Los Angeles. These agencies are planted in eight cities of Southern states, besides Los Angeles.

—
 Study, therefore, to be able to say to every harsh appearance, "You are but an appearance, and not absolutely the thing you appear to be."—*Epic-tetus*.

MISCELLANEOUS INSURERS
IN COURT

—
**"Surgeon" Held Not to
 Include Veterinarian**

In a clause of an accident policy authorizing recovery for death of a surgeon or dentist from blood poisoning after performing an operation, where other clauses of the policy excepted surgeons and veterinarians from certain restrictions, the word "surgeon" must be given its popular meaning as one possessing particular knowledge and skill to correct and relieve some unnatural condition of the human body, as it was evidently used in the other clauses, and the clause does not authorize recovery for the death of a veterinarian from blood poisoning resulting from inoculating a hog.

Maupin v. Southern Surety Co., 220 S. W. 20

—
While Leaving Elevator

Where policy provided indemnity to the insured against accident within any public passenger conveyance, or while a passenger within an elevator, a proviso, limiting insurer's liability if insured should meet with accident "while entering or leaving, or attempting to enter or to leave, or upon the step or steps or platform or running board of any conveyance," did not apply, where the insured was killed while leaving a passenger elevator.

Davis v. Great Eastern Casualty Co., 176 N. W. 446.

Plaintiff could not recover if insured attempted to leave cage while it was in motion.—*Id.*

PRINCIPLES OF INSURANCE LAW

Parties to contract are presumed to know existing laws.

Right of forfeiture must be plainly embodied in contract.

In lieu of means instead or in place of.

The owner of a vendor's lien on real property owns an insurable interest therein.

Oral contract with agent for renewal of policy is binding on his principal.

A renewal policy may differ from the original in the length of time and in rate. Payment of premium in advance is not necessary where custom does not require it.

FALSE SWEARING

False swearing in proof of loss, to forfeit policy, must consist in an oath to statements knowingly and willfully false or recklessly made.—*Lavenstein Bros. v. Hartford Fire Ins. Co.*, 101 S. E. 331.

DEFINITION

"Accident" and "accidental," as used in policies covering accidental death or injury by accident or accidental means, are presumed to be employed in their ordinary and popular sense as meaning happening by chance, unexpectedly taking place, not according to the usual course of things, an event occurring without the foresight or expectation of the person acted upon or affected by it.—*Pacific Mut. Life Ins. Co. v. Meldrim*, 101 S. E. 305.

MURDER BY BENEFICIARY

The beneficiary in a policy of life insurance, who murders the insured,

will be denied a recovery thereon upon grounds of public policy.

The doctrine of public policy will extend no further than to deny to such beneficiary the right to recover.—*Johnston v. Metropolitan Life Ins. Co.*, 100 S. E. 865.

Changing Beneficiary

Where a life insurance policy gave insured a right to change beneficiaries by a prescribed method, including an indorsement on the policy, and insured requested in writing that the insurance be made payable to his estate, but died before giving an indemnifying bond as required by the company because the policy had been lost, the original beneficiary was entitled to the proceeds as against insured's administrator, the requisite steps toward changing the beneficiary not having been taken, and the company not having acquiesced in or recognized any change during insured's life.

Hurd v. Penn Mut. Life Ins. Co., 186 P. 998.

By this ruling the daughter by a previous marriage received nothing, though her father intended that she should share. The method of changing beneficiary was rather clumsy. Insured's request in writing was insufficient, and for his lost policy he had to give an indemnifying bond. He died first. The original beneficiary died later. The intention of the insured to change the beneficiary to his estate is admitted.

Corning, Cal., has a number of new buildings.

Contract

A contract may be enforced by a person not a party thereto when made for his benefit by another, when there is a pecuniary obligation running from the promisee to the beneficiary; that is, a legal right founded upon some obligation of the promisee in the third party to adopt and claim the promise as made for his benefit. — *Lewis v. Home Ins. Co.*, 181 N. Y. S. 839.

Though Innocent It Was Embezzlement

The intent to defraud is not a constituent of the crime of hypothecating customers' securities, under Penal Law, § 956; an intent to hypothecate the securities, knowing that they had been paid for and belong to the customer, being sufficient. Ignorance and mistake of fact is not a defense. — 181 N. Y. S. 780.

Concurrent Insurance

A fire policy clause permitting certain concurrent insurance held not to conflict with or set aside a provision invalidating the entire policy in case another contract of insurance was taken on the property without the insurer's written consent. — *Home Ins. Co. v. Boatner*, 218 S. W. 1097.

Voluntary Payment of Taxes Not Owed

Where agent of foreign fire insurance company, not chargeable with tax on premiums on contracts of re-insurance, under Greater New York Charter, § 709, nevertheless voluntarily paid such tax to fire commissioner of city, without any mistake, fraud or duress, he cannot be allowed

such payment as an offset in the commissioner's action to recover a balance alleged to be due on account of taxes on premiums. 181 N. Y. Sp. 777.

Much Life Litigation Would Be Prevented by a Standard Policy

Any person who reads insurance decisions of American courts will note the extraordinary number of rulings in life cases. Policies vary a great deal, and this variation affords many occasions for disputes in court.

A standard form of policy would, by its uniformity, lessen litigation and add to the value and popularity of life insurance.

Policy Relates Back Though There Was No Liability

"I agree as follows: That the insurance hereby applied shall not take effect unless the first premium is paid and the policy is delivered to and received by me during my life time and good health, and that unless otherwise agreed in writing the policy shall then relate back to and take effect as of the date of this application."

The above is from an application form issued by the New York Life.

We used to wonder at the \$100,000 salaries paid presidents of the Mutual Life, New York and Equitable companies; but those figures look small compared with the \$161,543 paid to the president and the vice president, each, of the Johnson & Higgins company.

GENERAL

Misleading Fire Loss Estimates Based on Incomplete and Unreliable Press Reports

The Journal of Commerce of New York has for years gathered newspaper estimates of fire losses "in the United States and Canada." These unreliable press estimates are added monthly, and 15 percent of the total is assumed to be equal to the unreported losses. This 15 percent is added to the press report total and the result is heralded as the losses for the month.

The press estimate of the loss at a reported fire is usually 50 to 100 per cent more than the actual losses. When a daily paper reports a fire loss as \$100,000 it is safe for the reader to cut in two this hurried estimate by the reporter who is not noted for his knowledge of building and contents values.

The New York paper would be nearer the truth if it would ascertain the month's fire losses paid by three or four big insurers and multiply the total by the proportion which their annual business bears to the total American premiums. If their premiums are one-seventh of the grand total of all American fire premiums, then their fire losses are about one-seventh of the total for the country.

Supposing that these few selected companies paid \$4,000,000 losses for a given month; then the total American fire insurance losses may safely be assumed to be about \$28,000,000. Add \$14,000,000 and the total of the month's property fire losses would be about \$42,000,000.

Pursuing this scientific method the

New York paper need not collect any misleading press estimates. Its monthly fire totals will be approximately correct. As it is, the monthly property fire losses, based on unreliable press reports of only a part of the fires, make a monthly total barely equal to the fire insurance losses paid by all classes of insurers.

Broker or Agent

An insurance broker, like other brokers, is primarily the agent of the first person who employs him, and is therefore ordinarily insured's agent.

An insurance agent, within the scope of his actual authority, is the agent of the insurer whether, in trade parlance, described as general, special, issuing, local, or soliciting agent.

A person may be both an insurance agent and an insurance broker, and at different times act in both capacities.

Whether an insurance broker, who was also agent for the insurer, with authority to issue insurance in certain territory, not embracing the insured property, was acting as its agent in procuring the issuance of insurance by another authorized agent, in doing which he made material misrepresentations, was a question for the jury.

Interna Paper Co. v. General Assur. Co. 263 F. 363.

Law Union & Rock

This very old London company, now owned by the London & Lancashire Fire, has \$1,443,465 invested in the United States. About 60 percent of this sum is surplus. The Coast manager is now Sam B. Stoy.

Petaluma, Cal., complains of shortage of water supply.

Denial of Liability

If the insurer at all times throughout the negotiations denies liability, and sends blanks to make proof of loss, subject, however, to its plenary rights to make whatever defense it may have, there is no waiver of any such defense.

There is no forfeiture or denial of liability when the insurer treats the policy sued upon as a valid or binding contract.

Dodder v. Pacific Mut. Life Ins. Co. of California, 176 N. W. 730.

Endowment Insurance Preferred

Soldiers like endowment insurance, whereby they "get their money back" at the end of twenty years. Of the government war risk insurance over \$400,000,000 has been changed into permanent policies; and of the 122,810, 59,560—about half—are endowments.

About 50 percent of the ex-soldiers chose monthly payment of premiums—which means a good deal of lapsing, possibly the endowment policies excepted.

New Provisions for Compensation and Medical and Surgical Care and Supplies for Disabled Ex-Service Men

Announcement is made by Director R. G. Cholmeley-Jones of the Bureau of War Risk Insurance that former service men, if they were injured or contracted disease while in the service, even though the injury or disease was of a minor character, should be sure to apply to the Bureau of War Risk Insurance for a Certificate of Injury before One Year after the date of their discharge or resignation, in order to protect themselves and their dependants against possible aggravation of the trouble hereafter.

There is a general misunderstanding in regard to the difference between compensation and war risk insurance. This difference is clearly defined in the following paragraphs.

WAR RISK INSURANCE

Insurance is bought and paid for by the

service man, and is in effect as the result of his making application for it and paying the premiums promptly when due. It is payable only in the event of death or the total permanent disability of the service man, however or wherever caused, either prior to or after discharge. War Risk Insurance has nothing to do with compensation, and all its benefits are distinct from and in addition to benefits paid for compensation.

COMPENSATION

Compensation is given by the Government of the United States without charge to a service man, and is given regardless of whether War Risk Insurance is carried by him or not. All benefits derived from compensation are in addition to any which may be due from war risk insurance.

WHEN COMPENSATION IS PAYABLE

Compensation is payable in the event of death either prior to or after discharge, but death must be due to injuries suffered or disease contracted, accelerated, or aggravated in active service in the line of duty, and not the result of the man's own wilful misconduct.

Compensation is also payable for all degrees of disability rated over a 10 percent reduction in earning capacity. This reduction is determined by the actual physical condition of the disabled man, and after proper rating has been definitely decided upon by the Bureau of War Risk Insurance, increase or decrease in earnings of the ex-service man does not affect any compensation payments he may be receiving so long as the prior rated physical impairment continues.

Compensation for disability, as above outlined, is only payable after discharge, and any disability must be the result of injuries suffered or disease contracted, accelerated or aggravated in active service in the line of duty, and not the result of the man's own wilful misconduct.

Now they are talking of spraying paint, which would put thicker coats of paint on wooden buildings, and make a hotter, quicker fire.

ONE THING AND ANOTHER

Young fellow, you will never be rightly interested in your work unless you strive to excel.

* * *

"Pig'n Whistle" was originally "girl and bottle"—or girl and a drink your health—pique and wassail. Wassail originally was "What hale!" Words change in spelling and meaning always. Thoroughfare is really through-fare. Thorough is through to the end.

* * *

War is said to come from the German Wehr, meaning defense, and probably was a natural war cry of all our primitive ancestry; but wehr may have come from guerre or war.

* * *

The old Coast Review holds the record as a fraud-killer, and has "written up" burned up—over 250 dishonest or insolvent companies, mutuals, co-operatives, fraternal and assessment associations that have since failed.

It speaks for the best interests of companies and agents.

* * *

What's the use of brains if you do not use them?

* * *

The Mutual Life of New York once cut all premium rates.

* * *

In Great Britain \$100 policies with frequent collections of premiums mark the difference between industrial and ordinary.

* * *

In Norway it is called "damage" insurance. "Damage" is a good word which applies to any kind of indemnity.

O Guess! The Policyholder of Britain says an unfortunate effect of amalgamation is a feeling with the rank and file that they are being "sidetracked," but it mentions three notable exceptions who were taken over and later promoted by the reinsurer or absorber; but it adds:

The "amalgamated" sometimes have genuine grievances however. For example a very aggressive American office absorbed another local company sometime ago and one of the terms of transfer was that certain officials should be retained for a long term of years at specified salaries. Later the manager of the absorbing company wished to "fire" some of these officials but the agreement stood in the way, so he approached one man and said the agreement was unfair in as much as the salary was quite inadequate and he offered increased remuneration presumably under another contract. The official was delighted with what he thought was a genuine appreciation of his work and services. The old contract was broken and the man was "fired" in less than three months! The manager who did this is known as the most anti-English of the American managers.

* * *

Josiah Howell, Australian manager for the New York Life, was served precisely the same way. He had a long term contract. New managers called him to New York "for a holiday," paid all expenses, and gave him a better contract, accepting which broke the old one. Howell returned to Australia filled with joy; but in a short time he was rudely awakened from his dream of prosperity by the receipt of notice of cancellation of his "more favorable" contract as general manager. So he told the Coast Review. Mr. Howell was an active life insurance man for many years and had been general agent for the Pacific Mutual Life in its early days.

* * *

The more you talk to people the more life you have. Therefore "talk them to death" if necessary to get "the sig on the dotted line."

Maine Commissioners Has a Plan to Induce the Poor to Insure Homes and Household Goods

Nearly a year ago 18 buildings in North New Portland, Me., were wiped out by fire. Of the \$30,000 loss there was only \$10,000 covered by insurance. Only two buildings have been rebuilt, for the working owners of the others had no money. This was a small catastrophe. There being no fire protection, insurance rates were too high for the poor owners. They took chances, and chance took their home.

Insurance Commissioner Waldon G. Smith began investigating such fires and the losses to owners in Maine. He asked insurance men to suggest a remedy.

A prominent underwriter answered, saying that he believed the majority of household furniture in the tenement sections of large cities is uninsured, and in general those people most in need of insurance protection are without it.

The writer made this surprising statement:

"The problem can only be solved by legislation, if at all. It might be possible to have laws passed requiring the dwelling houses occupied solely as such be insured for not less than their assessed valuation and some means devised to see that this is done, if possible. Also that all household furniture in use as such, be insured for not less than eighty per centum of the actual cash value of the same at the time that the insurance is insurable, and a proper effort shall be made to effect insurance on the same."

Other insurance men opposed such legislation. Commissioner Smith agrees with the insurance men and believes that compulsory insurance is impracticable.

But the suggestion that the workmen's compensation law may be changed so as to meet this problem of poor men's household insurance meets with approval.

The commissioner will start a campaign of education. Assessment blanks are to ask Have you any insurance? The "No" answers are to be recorded in the office of the commissioner, and underwriters may copy the names and addresses.

The department will prepare an interesting booklet and mail a copy to every uninsured householder. Other literature will follow.

Commissioner Smith says:

"I do not mean the kind of a book the ordinary insurance company would distribute. That would be prosy, uninteresting except to one who understands the value of insurance. We are not considering that sort of a man. The man we want to reach is in the pioneer class of insurance."

London & Lancashire Fire U. S. Branch

An excellent year indeed for the American department of this very successful Liverpool office. Large gains were made in assets, premiums and premium reserve. Income exceeded \$4,100,000. On the basis of premiums earned, losses incurred and expenses paid left a fine underwriting profit. The London & Lancashire has some \$7,000,000 assets in this country, of which 40 per cent is surplus.

The Pacific department operates under the successful management of Sam B. Stoy.

Bully Big Figures of New Life Business

In the first four months this year American life companies have written 38 percent more new business than in the same months of 1919, a year producing 67 percent more business than 1918 did. So speaks General Counsel Job E. Hodges of the Association Life Insurance Presidents.

If present speed is continued till December 31 the grand total of new business for 1920 will exceed \$12,000,000,000, with the purchasing power of \$6,000,000.

Estimating the purchasing power of the present dollar as half that of the dollar of 1913, the value of life insurance in force now is less than in that year.

And this is true despite great group lines of insurance at reduced rates.

Get busy, Messrs. Producers, for the time approaches when individual insurers will be content with smaller policies and will have less money for premiums.

The sun is shining; make haste to make hay.

EFFICIENCY OF AUTOMATIC SPRINKLERS

From an Address Before the Associate Members of the Fire Underwriters' Association of the Pacific, by R. E. Swearingen of the Fire Prevention Bureau

Automatic sprinklers are the best and most nearly perfect agent for the extinguishing of fire. Their efficiency is proven by the uniform low loss ratio of risks equipped with them, even though such risks enjoy much lower rates than those not so equipped. The remarkably favorable record of automatic sprinkler equipments is also shown by the sprinkler fire tables of the National Fire Protection Association. For over 24 years the association has been compiling data relative to fires in sprinklered risks of all classes throughout the country. The number of such fires reported, including the fiscal year ending April 1, 1920, is 23,413, of which 1,917 or 4.34% are classed as sprinkler failures. In the remaining 95.66% the sprinklers were successful in either entirely extinguishing the fires or holding them in check until they could be extinguished by other means. Sprinkler failures are understood to be those fires which are not properly controlled by the sprinklers. A failure usually means a heavy loss, but not necessarily a total one. Fires in which sprinklers are said to have operated successfully usually result in light losses, but not always, on account of the susceptibility of the stock involved to fire, water and smoke damage.

While the percentage of reported fires in which the operation of the sprinkler system is considered unsatisfactory is extremely low, I am sure that the actual record is much better, for it is safe to say that all sprinkler failures are reported, while a great many of the fires in which the sprinklers operate successfully are not reported because of the very fact that they are successful. In other words, we invariably hear of the failure, but do not always hear of the success of the automatic sprinkler. The reported fire record is even more creditable when account is taken of the fact that the reports cover equipments known to be faulty, incomplete and improperly taken care of. Of all the fires reported, 58.9 per cent were controlled by three, or less, sprinkler heads, and 32.1 per cent by a single one. In only 4.5 per cent of the fires were more than 25 sprinklers opened.

Automatic sprinklers are now installed in practically every large mercantile and manufacturing risk, and I believe it no exaggeration to say that the largest of such risks could not be financed without automatic sprinklers, for their heavy, congested values could not be properly covered by fire insurance without such protection. Without sprinklers such plants would have to be split up into separate small fire units, which would be inefficient from an industrial standpoint.

From the standpoint of occupancy alone the risks in which automatic sprinklers afford the greatest degree of protection are those in which the hazards are light, and the stock and other

contents not subject to heavy fire, water and smoke damage. The occupancy must be such that the proper flow of water from the sprinklers in case of fire is not obstructed by stock, machinery or equipment. Machine shops and original package dry goods warehouses are examples of this class of occupancy.

At the other extreme are those classes of risks, few in number, in which the hazards of occupancy are so severe that, under ordinary conditions at least, sprinkler control may be questionable. These risks may be grouped into a few main classes — those which introduce an explosion hazard, those in which the stock is extremely combustible, and those in which the manufacturing processes are such that the sprinklers are liable to be seriously obstructed by stock. Another class might be made up of those risks in which the sprinkler heads are liable to be seriously corroded.

An explosion in a sprinklered risk will, in all probability, break the sprinkler pipes and in this way seriously cripple the equipment. An explosion hazard exists to a greater or less degree in grain elevators, flour mills, other cereal mills, starch factories, sugar pulverizers, cork factories and other risks in which dust accumulates. This dust hazard can, however, be eliminated to a large extent by proper ventilating and dust-collecting systems.

There are but very few classes of risks in which the stock handled is so combustible as to make automatic sprinklers ineffective. Moving picture films and other forms of celluloid in large quantities, and gasoline and other inflammable volatiles are such material, and the sprinkler equipment in any risk using these materials in large quantities may fail. The failure may be due to an explosion, or to the fact that too many heads will be opened at once, thereby reducing their efficiency.

In some risks the nature of the business is such that sprinklers therein are greatly handicapped by the method of storing stock. Serious obstruction to distribution from sprinklers is liable to occur in car barns, non-standard cotton warehouses in which cotton is piled several bales deep, cooperage warehouses where barrels are piled to an excessive height, and other risks storing bulky stock. The question of obstruction to sprinklers is, however, largely a matter of management on the part of the assured, and this danger can be adequately taken care of in practically all classes of occupancy.

In acid factories and in risks using large quantities of acids, sprinkler failure is liable to occur through the corrosive action of the acid fumes on the sprinklers. Sprinklers are not generally recommended in such risks.

* * * *

Sprinkler equipments are generally designed, as to water supplies and pipe sizes, with the idea in mind of taking care of any fire which is liable to occur on any *one* floor. Unprotected floor openings form chimneys by means of which a fire

is rapidly communicated from floor to floor, thus opening more sprinkler heads than the ordinary equipment is expected to supply at any one time. The draughts caused by the heat, smoke and fire going up the shafts also tend to make the fire spread more rapidly on each floor. Hollow spaces formed by sheathing on walls and ceilings, wooden cornices, stud partitions and blind attics are all objectionable features, and should be eliminated as far as possible. Their danger lies in the fact that water from the sprinklers cannot reach a fire that gets in such places, and it spreads practically uncontrolled. Excessive unbroken floor areas are also objectionable, if the nature of the contents is such that a fire is liable to spread rapidly. In most classes of risk, however, this feature is not of serious moment, for the sprinklers will check or extinguish any fire before it spreads over a considerable area. Except in the case of exposed risks, wall construction is of much less importance than floor construction.

* * * *

Frame and metal clad construction is the least desirable class, but a good frame building makes a better sprinklered risk than a brick one if the latter has the defects of unprotected floor openings and concealed spaces. The rather poor record of sawmills as sprinklered risks in comparison with other classes, is due largely to the general poor construction of sawmills as a whole. The high ceilings and open ends (and often sides, too), coupled with a breeze which may be blowing through the building, or which will be caused by a fire, results in the heat being deflected away from the sprinklers directly over the fire to those which, when opened, can have but little effect. This is likely to result in too many sprinklers being opened, and the water supplies being overtaxed. The sprinkler supplies of sawmills should, therefore, be large, and the open walls limited as far as is practicable.

Public protection is of less importance in the case of sprinklered risks than in others, although some outside protection, either public or private, is necessary. Of the 23,413 fires reported to the N. F. P. A., as mentioned in the first part of this article, 65.3 per cent were practically or entirely extinguished by sprinklers without other aid. Of the remaining 30 per cent of the fires in which the sprinklers operated satisfactorily, but which did not entirely extinguish them, public protection played only a secondary part in their extinguishment. In most cases all the fire department has to do is to extinguish small, smoldering fires in out-of-the-way corners.

Sprinklered country risks should be protected by well organized private fire departments with ample hydrant systems, and when so protected they can be written almost as liberally as those under protection of city fire departments. When hydrants and standpipes are fed by the sprinkler supplies, the latter must be of much larger volume than when they supply

the sprinklers alone. Sprinkler tanks are seldom large enough to be available as supplies for hydrants. Fire pumps make the best supplies for hydrant and they can be connected so they can pump into both the hydrant and sprinkler systems.

Approved watch service is necessary to complete the protection of all sprinklered risks, and I believe all rating organizations require it before allowing full credit for the sprinklers. The only exceptions are those risks equipped with central station supervisory service, which is available only in our large cities. There is but little to choose between *good* watch service and supervisory service, but a *poor* watchman is, to my mind, an element of danger rather than safety.

* * * *

The principal hazard of freezing weather is the crippling of wet systems by freezing rather than the slow operation of dry systems, for the former is responsible for 3.5 per cent of all sprinkler failures and the latter 2 per cent.

Risks in localities subject to freezing weather are equipped with wet pipe systems when the buildings are heated, and this is true of most mercantile establishments and many other classes. Extreme cold spells are liable to result in improper heating of portions of the risk, especially at times when there is a shortage of fuel. A window carelessly left open may result in freezing up a large part of an equipment. Open doors, hallways and elevators are also liable to expose sprinklers to freezing temperature.

Sprinkler systems have been so standardized and perfected that the failure of the head itself under normal conditions is now practically unknown. Of the dozen or more sprinklers which are approved by the Underwriters Laboratories, there is but little difference in efficiency. When a head is not properly operated by heat, the failure is generally due to its being either painted, corroded or loaded with foreign material. Paint on sprinklers, at least on the fusible link, will slow the action of the sprinkler so that their chief advantage, speed in getting water on the seat of the fire, is lost to a greater or less degree. The accumulation of foreign matter and the action of corrosive fumes on the sprinkler affect the latter in somewhat the same way. Sprinklers which are subject to corrosion should be dipped in a special preparation to prevent it. In cases where the hazard is unusually severe special glass caps are sometimes used to protect the heads. In old sprinkler equipments it is advisable to occasionally remove two or three heads for testing to make sure they are in good condition. This is especially true if any of them show signs of being dirty, or corroded.

The N. F. P. A. records show that only 9.1 per cent of the sprinkler failures are due to defective water supplies, a low figure relatively. The four common sources of water supply for sprinklers, in the order of their frequency, are city water

works, gravity tanks, pressure tanks and automatic pumps. The pressure tank has the best record of efficiency, and the automatic fire pump the poorest, with water works and gravity tanks in between and having about the same record. The advantage of the pressure tank is due to the high initial pressure with which it supplies the sprinklers. Automatic fire pumps have the disadvantage of being harder to maintain than the other supplies. There is no doubt but that some of the failures charged to the pump should be charged to improper maintenance. In ordinary equipments, which have been approved by the Board, the class of supplies should make but very little difference in passing upon the risk, unless it has some special features which might require extra volume or pressure. In general, pressure is of more importance than volume.

* * * *

Slow or defective operation of high-test heads is responsible for 1.8 per cent of all unsatisfactory sprinkler fires, a high figure when account is taken of the fact that comparatively few such heads are used. Sprinklers of this type are essential in such locations as dry rooms, boiler rooms, kilns and other places where the temperature is considerably above normal. Probably most of the failures charged against high-test sprinklers are due to their use where ordinary heads, or high-test heads of lower degree, should have been used. In some of the older heads the high test solder has not proved entirely reliable, but I believe that this defect no longer exists.

One important cause of sprinkler failure is due to incomplete equipments, or unsprinklered portions which expose the protected part of the risk. In the year ending April 1, 1920, 7.8 per cent of all the unsatisfactory sprinkler fires reported to the N. F. P. A. were due to this cause. These failures can not be charged to inefficiency on the part of the automatic sprinkler, but they should be guarded against by having the equipment extended to cover the entire plant, or to have the unsprinklered section satisfactorily cut off. Unsprinklered sections are the result of the owner not extending the sprinkler equipment with growth of the plant, or of his guessing that some rooms or portions do not need sprinklers. Sometimes there are, however, portions or sections of sprinklered risks which really do not need to be protected because of their construction and occupancy.

A careful study and analysis of the unsatisfactory sprinkler fires, as published by the N. F. P. A., shows that after all the most important factor of sprinkler efficiency is not supplies, hazards, construction, or any other of the more technical features, but the human element—care and maintenance.

Of the 1017 fires previously referred to as having been classed as unsatisfactory, 283, or 27.9 per cent, were failures from a sprinkler standpoint because, for some reason or other, water was shut off the sprinklers at the time of the fire. Most

of the failures due to freezing of the system, obstruction to distribution, and some other causes, should also be charged to lack of proper maintenance, and I believe I am conservative in saying that more than a third of all sprinkler failures are due to lack of proper care. This large percentage of unsatisfactory fires is due to no inherent weakness of sprinklers, and it is hardly fair to charge these failures against them.

The most difficult problem in the maintenance of a sprinkler equipment is that of keeping the controlling valves open at all times. Constant vigilance in the care of the valves is necessary and several devices and systems have been designed to aid in maintaining them in their normal position. Most sprinkler valves are secured open with leather straps, which must be cut, or some other form of seal which must be destroyed, before they can be closed. The trouble with this system is that it does not prohibit malicious tampering with the valve, although it does eliminate most of the careless closing.

The best method of guarding against closed valves from any cause is central station, automatic, supervisory service. By means of an electric circuit, the closing of a valve only slightly will send in an alarm to a central station organization. This system is also used to indicate low water in tanks, low air pressure in dry systems and pressure tanks, water flow, etc.

Another good scheme for guarding against the unnecessary closing of sprinkler valves, and to insure their being restored to normal conditions after having been closed is by means of sealing systems. In these systems approved tags and seals are attached to all valves, and when a valve must be closed the seal is broken and the tag sent to the designated authorities, either an insurance organization or some one in authority in the plant. A closure tag is often fastened to the valve as long as it is closed, and when the system is restored it is removed and a regular tag attached.

Pacific Coast Record

An analysis of the fire record of a few of the more important classes of sprinklered risks found here on the Pacific Coast will throw considerable light on the question of efficiency of sprinklers in those risks with which we are most familiar. The figures in the following tables are from the latest records of the N. F. P. A. Under the heading of metal workers I have grouped foundries, machine shops, and metal workers in general.

It will be noted that the record of metal workers is good, and that of mercantiles unusually so, for the percentage of failures in the latter class is less than half of the average of all classes. The record of saw and planing mills is a bad one, but through no fault of the sprinklers themselves. Nearly 25 per cent of the failures in this class have been due to water being shut off the sprinklers, 20 per cent to equipments known to be defective and incomplete, and 16 per cent to faulty construction. That only one failure out of thirty-six was due to the

hazard being too great for the equipment shows that the average sprinkler equipment will easily take care of the hazards of this class of risk, provided it is not too greatly handicapped by poor construction and maintenance. Modern sprinklered saw and planing mills make good sprinklered risks. I have seen a planing mill written at a rate of 15 cents by stock companies, and this rate was undoubtedly adequate, although the risk was situated in a section of the country where the prevailing rates on sprinklered risks are much lower than on the Pacific Coast.

Scottish Union and National

The United States branch of this old Edinburg company (represented by H. W. Fores) now has some \$8,000,000 assets of which about 3½ million are surplus. Assets and premium reserve and premium income made gains. Premiums were \$4,580,327 last year. This was a gain of nearly \$867,000. The loss experience was very favorable to the company.

Annuity Business Received a Setback

Americans generally have not shown any partiality for annuity contracts, with the principal possibly sacrificed in a day or two. Besides the annuity has been little more than the interest if the principal were invested in good bonds.

Just at present good preferred stocks pay the equal of an annuity purchased with the same sum, with not all the purchase price immediately forfeited however.

Many years ago annuity insurance received 'a black eye' in San Francisco when a man who invested \$30,000 in the Mutual Life of New York for an annuity equal to say 6 percent, and a few days later was killed. The annuitant was at the Baldwin Hotel when it burned. He saved several guests by lowering them with a rope from about the sixth or seventh floor. He then began a descent on the rope, hand under hand. A shout of horror went up from the spectators below! Flames were seen darting from a fourth story window and licking the rope. Before the gallant rescuer could reach safety the rope was burned through, and he fell to the stone walk and was instantly killed.

The heirs sued for a return of part of the \$30,000 purchase money, in these exceptional circumstances, but the supreme court ruled that under the contract, whatever the circumstances of death so soon, the company was entitled to the entire principal. The annuitant never collected an annuity.

Nobody in San Francisco had any disposition to buy an annuity until this melancholy affair was forgotten.

National Liberty Fire of New York

Over sixty years old, the National Liberty Fire Ins. Co. this year presents its best statement. It is now writing premiums at the rate of a half million a month, and has \$11,000,000 assets.

In 1919 there were large gains in assets, premium reserve, surplus and premiums.

Chapman & Nauman Co. are general agents at San Francisco.

1875 — Charter Members

The Fire Underwriters' Association of the Pacific was organized in October, 1875, in a sleeping car at Virginia City, Nev., by 29 adjusters of the conflagration losses in that mining city. These men were the charter-members. Only three of them are now living—R. G. Brush, then city agent of the State Investment; Robert Dickson, then manager of the Imperial, Northern and Queen; R. H. Magill, then general agent of the Home Mutual.

Ex-Commissioner Done of Utah is writing group insurance for the Equitable in California.

Nearly all fire companies in this country increased assets and surplus last year.

GENERAL

West Coast Life Changes to Branch office System

On July 1 the West Coast Life of San Francisco changes from the general agency system of field organization to the branch office system. The company has perfected what its directors believe to be the ideal agency contract.

Report of Earthquake in Los Angeles County

The Fire Prevention Bureau of the Pacific has issued a report on the recent Los Angeles county earthquake, as made by Branch Manager Eugene Battles. We abbreviate same as follows:

Shock June 21 at 6:47 p.m., from west to east with rotating impulse. Greater part of damage in town of Inglewood, where all brick buildings were damaged. Mainly one-story buildings and damage largely confined to upper four to six feet of wall. No building collapsed but Edison 2-story brick is almost a total wreck. North wing of 2-story public school has cracks from top to bottom. All chimneys are either broken off or badly damaged.

Inglewood water system was put out of commission by shifting of the brick settings of boiler.

Earthquake effects generally throughout the county. No fires resulted. In Hyde Park and Angelus Mesa districts all chimneys thrown down or badly damaged. Chimneys in Los Angeles city are generally damaged in that part west of Figueroa and south of Adam streets.

"Gray mule" is a new name for "moonshine" in Duck River country in Tennessee, says President Kuhns of the Bankers Life, who has been there, fishing. He heard that the liquor is gray and plentiful and has a kick like a full grown mule. Take a walk in the woods and when you meet a large black stump deposit a silver dollar with it and continue your walk. Returning you will be "surprised to find that your dollar has changed to a silver mule in an

unlabeled jug." Oh, Mr. Kuhns, why not offer a trip to Duck River as a prize to every agent writing a stipulated amount of new business in the second quarter?

Colorado

The 1920 Insurance Report of Colorado is out, a blue book of nearly 1,000 pages.

Commissioner Fairchild says the receipts of the department were \$378,531 in 1919, and the operating expenses only \$31,512. Past insurance year was the most prosperous one in the record.

While the 10 percent surcharge did not apply to farm business, the department nevertheless ordered a corresponding reduction on farm risks when the surcharge was removed.

Mr. Fairchild says the companies acknowledge the benefits of the new rate regulation law in the wise regulation of their affairs by the ins. department.

The commissioner wants a fire marshal division, the licensing of adjusters, and liability insurance to be required of every owner of an automobile.

He is right in asking for a law excluding all fraternal societies not collecting adequate rates; and for a law for a standard form of policy for mutuals, reciprocals and interinsurers. Good idea! And about adequate rates?

The commissioner recommends that health and personal accident policies be standardized.

The Home of New York has been given authority to write burglary and property risks in Canada.

Bentley & Waterman, recently appointed representatives of the automobile department of the Glens Falls, have also received the general agency of the company.

Manager Jay W. Stevens of the Fire Prevention Bureau is attending the Shriners convention at Portland, Or., and is on his way home from the East. He does not confirm the report that he has accepted a fine offer made by the National Board.

MISCELLANEOUS

Fraternal Insurance is Laying Reinforced Concrete Foundations

In our previous issue we gave much space to fraternal insurance statistics. It is well for old-style legal reserve men to know that the competition of new-style legal reserve men must be met. It cannot be met by paying big salaries, big commissions, and by robbing old policyholders to bribe new policyholders.

Fraternal life insurance is adopting rates prepared by able actuaries and is creating legal reserves equal to legal reserve liabilities. It is not writing at too low rates when it does these things.

Moreover, the fraternalists are getting good new business at a low cost, while old-style legal reserve companies (especially the old giants) are getting new business at an increasing high cost.

As we pointed out many years ago the fraternalists do good educational work. They introduce life insurance as a family necessity to men and women who are not actively canvassed by old-style legal reserve men. These members of fraternalists learn about the usefulness of life insurance, and they have been taught by sad experience that there can be no protection without adequate rates.

Every fraternal insurance society member is a good prospect—unless the old-line solicitor proves that his rates are “robber-rates” by offering the “usual” rebate.

A warehouseman decision appears in our Legal Digest. Not only may the warehouseman sue insurer but the true owner may also sue.

COMPENSATION

HISTERICAL BLINDNESS

Where an accidental injury to one eye made its removal by operation necessary, and as a consequence of the shock of the operation and simultaneously therewith the injured employee suffered “hysterical blindness,” causing loss of vision with his other eye, such blindness was a disability caused by accidental injury, made compensable by Workmen’s Compensation Law, which is not limited by section 3, subd. 7. *Weber v. George Haiss Mfg. Co.*, 181 N. Y. S. 140.

ON ERRAND OF HIS OWN

Where a farm employee was given permission to go to the cobblers to get a pair of heavy shoes before going to the woods to work as directed, but before going for his shoes went to a saloon, and was killed by an automobile while going from there to the post office for his own purposes, he was not acting within his employment when killed, and his beneficiaries are not entitled to compensation.—*Gisner v. Dnnlop*, 181 N. Y. S. 789.

WHERE HE MIGHT HAVE TRIPPED

Compensation properly awarded for death of employee of color printing establishment, who was found, on concrete floor, with fractured skull, between two rolls of paper, where there were other obstructions over which he might have tripped, in an odor- and gas-impregnated room, by other workmen of the night shift returning from recess for lunch.—*Graffe v. Art Color Printing Co.*, 181 N. Y. S. 707.

NOT LIABLE AFTER PASSENGER LEAVES CAR

Street car conductor and passenger quarreled, conductor followed latter after leaving car and bravely struck him with a heavy metal controller. The passenger sued the car company. Alabama supreme court held that as the injuries occurred after the plaintiff ceased to be a passenger the street car employee was not liable. Of seven judges, three dissented.

The New Jersey Fire returns to the control of the New Brunswick Fire.

Snow on American Marine Insurance

President Elbridge G. Snow of the Home of New York writes on the Americanization of our Merchant Marine Insurance, in a well known commercial journal. His treatment of the subject is instructive and his arguments are convincing.

As ship builders, under pressure with sure rewards, we are a great success, but are without trained men to man them and have no fixed plans for the future.

Our inland states, with shortsightedness, have developed a jealousy of seaboard states and obstructed every effort to revive and foster American shipping interests. (Warship shells cannot bombard towns and farms of the interior.) Now with surplus production for export we have no ships to serve us, and we pay to foreigners money which should have enriched our own country.

We regret that our strike and boycott conditions do not permit us to copy the entire contribution by Mr. Snow, but we copy these paragraphs:

"If we are to have a great foreign commerce we must have a great American merchant marine and an adequate American marine insurance market."

"It would be amazing, had it not become a commonplace observation, to note how eagerly, for the sake of a trifling saving of a fraction of a dollar, we buy insurance in some foreign country, often without the slightest notion (let alone information) as to the reliability or resources of the underwriter upon whom we shall have to depend when disaster overtakes our oversea venture."

The country loses in taxes by the weakening of our marine insurance resources, and foreign underwriters must ultimately control our marine insurance and dictate its cost and terms, in the opinion of Mr. Snow.

The Coast Review is of opinion that as long as we have a protective tariff and do not subsidize all American foreign-service shipping according to the higher costs, so as to meet competition, we should have no foreign-service merchant marine.

We now pay the highest cost for ships, supplies and sailors, and highest interest on

invested capital; and under present conditions, as since 1860, we cannot compete with foreign ships and capital for ocean-crossing business. Therefore we cannot have a large merchant marine giving foreign service and insuring in home companies, until competitive conditions, as to wages and ship costs, are more nearly equal.

Automobile

C. C. Wright, assistant secretary of the Fireman's Fund, leaves June 24th for New York to participate in some very important conferences of automobile underwriters. The report of the Committee of Nine will be made. This committee was arranged for at a meeting called by President R. M. Bissell of the Hartford Fire, and has as its purpose the consideration and the revision of the present National Automobile Conference. It is expected that this committee will present plans for the revision of the constitution of the National Conference to provide for the direct membership of companies.

On June 30 Mr. Wright will attend the conference of the executive committee of the National Conference as president of, and one of the delegates from, the Pacific Coast Conference. On July 1, the general session of the National Automobile Conference will be held. Sometime during the general meeting a special session will be held on automobile conditions in Texas, at which Mr. Wright will represent his company.

United British Retires

This British office has found its experience in this country very unsatisfactory. Last year the loss paid ratio was 77.7 percent, with a decreasing premium income. The cause of the loss, it is said, was chiefly the marine branch.

In two years the loss incurred ratio to premiums has been 70 percent.

The United British will at once withdraw from the United States.

San Francisco opticians offer a policy of insurance against the breakage of you "glasses."

FIRE

Field Men's Notes

Manager Watt of the Royal's Pacific department has appointed Philip C. Keating special agent for Arizona and New Mexico, operating out of Phoenix.

General Agent Geo. H. Tyson, after promoting Harry Benner and Clifford Conly, appointed Edmund K. Lower, L. F. Kelsey and D. E. Beard special agents with headquarters in San Francisco. Also Geo. N. Cusick, at Fresno, succeeding Philip C. Keating. I. S. Watson, at Portland, succeeding Arthur A. Ferns; W. H. Maloy, at Seattle, succeeding Wallace L. Atkinson, who has been transferred to Spokane; and W. E. Tracy, at Salt Lake City, succeeding Richard Orlob.

Manager Goodwin has appointed Wm. P. Lethbridge at Spokane, to succeed Walter A. Frazier, promoted as previously published by us.

Manager Devlin has appointed Stanford Olsen, at San Francisco, to succeed E. K. Lower; also appointed Richard Orlob, at Salt Lake; and Craig Owens, at Seattle.

Manager Holman of the Commercial Union has appointed Major C. M. Tobin special agent at San Diego; Ira P. E. Reynolds at Portland, succeeding R. H. Conant; Graham Lawrance at Salt Lake City; Hubert C. Ramsey at Helena, Mont. C. C. Morris is not now with the field force of this department.

Claude C. Coleman is not now with the field staff of the California. Herbert V. Stockton has been appointed special agent for the California, at San Francisco. A. N. Lindsay, special at Seattle, has been appointed assistant secretary of the company.

David M. Christian has been appointed special for the California at Seattle. Earl A. Jaensch has been appointed special for Utah and southern Idaho, with headquarters in Salt Lake City.

Chas. J. McPhee is not now with the New York Underwriters field staff.

The National Union has appointed E. N. Hilligas special at Los Angeles to succeed Wm. M. Stodghill; G. L. A. Laner, at Spo-

kane; H. V. Hunner, at Portland. C. A. Tomassene is not with the field staff now.

C. A. Coffey succeeds J. Robb Gay in the Northwest Mountain territory for the London & Lancashire Fire, and will have Spokane as headquarters. Mr. Gay goes with the New Zealand.

For the Etna, at Spokane, W. F. Fotheringham succeeds G. S. Mariner, transferred to San Francisco; at Salt Lake, L. C. Abbott succeeds L. N. Brainerd. H. F. Mills is advanced to assistant general agent; K. C. Hamilton, at San Francisco, has been made special agent for the special risks department.

The North America office has appointed Irving W. Elwell at Denver; Milton S. Williams at Butte, succeeding E. C. Fotheringham, who has been transferred to Seattle; Percy E. Wickes, at Helena, Mont.; Thos. F. Selayn, at Los Angeles; Theo. R. Alkalay, auto special, at Los Angeles; Wm. F. Kuhl has been made superintendent of agencies at Los Angeles; Thos. R. Catton, auto special at San Francisco; Thos. J. Craig, superintendent of improved risk department, at San Francisco; Phil. J. Feeley, superintendent of the Metropolitan district, at San Francisco.

With the R. W. Osborn office: C. V. McCarthy is superintendent of agencies at San Francisco. E. J. Young is superintendent at Seattle; H. G. Burton has been appointed at Butte; H. C. Rowles at Spokane, and A. H. Hougard transferred to San Francisco and P. W. Gedney transferred to Los Angeles; W. A. Connors appointed at Salt Lake City. In automobile department G. A. Inman is superintendent at San Francisco. B. A. Ludlow is special at Seattle and Floyd V. Bennett is special at Los Angeles. Corrections not received in time for revised directory elsewhere.

In the Continental office Secretary Allan has transferred Phil Hall to Salt Lake; at Seattle, D. B. Scrimgeour has been added to the field staff; at Portland, Franklin N. D. Bangs succeeds L. F. Alderson; at Phoenix, Ar., Chas. M. Mills has been appointed special; at San Francisco, J. W. Montmeny is manager of the auto department. Corrections too late for our directory.

FIRE

Manager Avery's Handsome, Large New Offices

The Pacific department of the Fire Association, Philadelphia Underwriters and Victory Fire has moved into larger and lighter quarters at the northwestern corner of Pine and Battery streets, San Francisco. The country and city departments and the offices of Manager Avery and Assistant Manager Barsotti are on the ground floor; the accountant's department is on the second floor, reached by stairs.

The total floor area is 3,500 feet. The ground area is about 65 feet on Pine street by 50 on Battery. Entrance is on Pine at the west end, at midway of the Exposition building. Large plate glass windows facing both streets make the light effects perfect and cheerful.

Manager Avery's department business for his company is increasing steadily and larger quarters had become desirable.

The Idaho Situation

At present writing there are "no rates" conditions in several small towns in Idaho. Of course everybody is sorry, but the offending non-board companies' agents are the sorriest in fact and in looks.

The names of the raiding non-board companies together with the facts have been sent to the insurance commissioner of Kansas—who doesn't like to be called a czar. He knows now why there are no rates in the raided Idaho towns. Will he require the raiders to make similar low rates in Kansas?

Co-Insurance

A timely pamphlet on co-insurance or the reduced rate average clause, in the form of an argument between policyholder and local agent has just been issued by the Fireman's Fund. Agents are invited to work out this problem:

Property valued at \$25,000 in 1915 is insured for \$17,500, or 70 percent of its value at that time, under a policy carrying the 70 percent clause. In 1918 the insurance

was renewed for the same amount. In May, 1920, a fire damages this property to the extent of \$5,000. The insurance has never been increased although the cost of replacing the property has increased 50 percent, while the depreciation on the property in five years has been only 20 percent. What amount of this loss does the assured bear?

The New York supreme court has just ruled that under the law making the new standard form the present co-insurance clause is invalid in that state. The old form provided for a co-insurance clause with the approval of the state insurance department. There appears to be no remedy except by legislation at the next session.

Co-insurance is "old as the hills" and has long been recognized abroad as just and valid. In this country the law should compel its use in order that small coverage policyholders should pay their just proportion of the cost of insurance.

London & Lancashire Fire Home Office Report

Assets on January 1, 1920, \$111,646,895. This grand total includes \$44,841,325 life funds of the Law, Union & Rock, leaving \$66,805,560 fire, marine and miscellaneous funds. These are great totals indeed.

The surplus on the London & Lancashire year's operations amounted to \$5,960,825.

Fire premiums net, were \$16,351,490, with \$6,006,380 losses. Marine premiums, net, were \$11,009,460, with \$8,089,450 losses. Accident, etc., department premiums were \$6,434,325, with \$2,710,000 losses.

The total premium income was \$33,795,275; total losses were \$16,800,830, or 49.6 percent.

The London & Lancashire has seventeen subsidiary companies, operating as independent companies, in Great Britain, United States, Canada, Australasia, and Uruguay.

The Pacific department of the company, under Manager Sam B. Stoy, for the several fire companies, writes yearly over \$1,300,000 premiums, with a very moderate average loss ratio.

FIRE

Irregular and Unaffiliated Competition

The bane of the agent or broker who places business with board companies is the competition of "rate cutters" and the makers of lower rates. Observe, there is a difference.

Recently there has been so much business, larger lines and new business, that competition in rates has not been severe; but it is recognized that old objectionable conditions are beginning to appear and may soon be troublesome.

We have inquiries concerning interinsurers and mutuals but hear little of non-board competition. The various lower-rate offerings, however, are much the same. They specialize as to risks and places, and any "relief" is ultimately a loss to both the insurers and their agents.

The best remedy is time, which nearly always proves "the law of average." Local boards and other associations are or can be very helpful in checking unfair competition; but again it may be necessary, when "the scramble" for business comes, to administer "punishment that fits the crime" and make "an example."

The unhappy experience of Bakersfield agents will not soon be forgotten. The Continental was then an active unaffiliated company, and its agents engaged in a nasty strife for business. The other agents were unable to bring the offenders into line, and the upshot was that all rate-bars were down. For two years there were no rates in Bakersfield, and the local agents' insurance commission income was near nothing.

Anything quite so bad as this instance is not likely to occur again. Stockholders, company managers, and organized agents are now opposed to these rate wars. But as long as a company, ambitious for a large amount of business or aggrieved by loss of choice risks to a rule-breaker or two raw non-affiliated competitor, can place a large amount of "new" on the books and expect to retain much of it, the temptation to engage in a "war of defence" may again prove irresistible.

We do not recall what company was responsible for the "war" in Pekin, Ill., a place of 10,000 people and some big factories. The whole city was written up for about three years at rates little more than nothing, and for that time the local agents' insurance commission income was nil. This was indeed a great injustice, which also made the fire insurance business ridiculous. Property owners concluded that underwriting profits must be enormous to justify such sacrifices to "put business on the books."

Nowadays local agents' organizations and nationwide boycotts would doubtless prevent such "wars." But that the locals and brokers fear such contests is indicated by their faith in the prevention powers of state controlled rating bureaus. "Let every company and association be compelled to file rates, and there will be no more fights": "such bureaus 'controlled' by the state are bound to come, so let us prepare the bureau bills now rather than have a 'soviet' frame them." These are samples of the arguments in certain quarters where hostility to the Board of Fire Underwriters is not too cleverly camouflaged. If certain companies or associations procure an undue share of old business as well as new, no rate-filing law can prevent a fight to recover lost preferred business.

Of course, theoretically, there should be no preferred business, but no system has yet been devised to prevent it. It is really impossible to wholly prevent it, even if it were desirable to do so; for classification experiences change, and what is profitable this year may not be next year.

It is proposed, in California, that a rating bureau be established, through a bill framed by underwriters. This proposition comes from southern California agents who have never been friendly to the Board, and it may therefore be viewed as the Trojan ruler did the "Greeks bearing gifts." The Board is itself a rate-making bureau, the greatest and fairest ever. It may be wise to consider the possible evil effects on the Board if state-supervised rate-making bureaus are in every state within its jurisdiction.

Doubtless there is a belief that laws requiring the filing of rates by every company

will prevent demoralization; but how can this be as long as new schedules can be filed and excess commissions can be paid by competing companies eager to put on the books business known to be "preferred"?

[The above article was in type a month before the suspension of rates in Idaho towns.]

Rumored Reinsurance

The London letter in our Toronto contemporary, *Insurance & Finance Review*, says: "Rumors have been afloat that the Yorkshire Insurance was to be sold, and the shares rose in consequence to 15." At the recent company meeting it was announced that a sale was far from the desires or intentions of the directors, none of whom had parted with a single share.

Texas

W. B. Buckner assumes the duties of special agent for the recently established Texas farm department of the Fireman's Fund on July 1st. He will make his headquarters in the Dallas office of the company. Mr. Buckner was formerly with the Republic Ins. Co. of Texas, and has had seven years experience in the farm business as a special agent and a number of years local agency experience in his own agency at Bowie, Texas.

California

The California Agents Association met last week in Santa Barbara. As usual, the "secular" press ignored the meeting. Several San Franciscans attended. When and while the Association and its southern members loyally co operate with the Board it will do good work and have influence which it seems to have hitherto lacked. Some of its members want a state-rating bureau, which wouldn't do the Board any good.

The Association has a large field to work in but has few workers. San Francisco managers are ready to assist the Association and have only good will toward it.

John Marshall, Jr., vice president, and Weldon D. Whelan, special agent of the Fireman's Fund, represented the company

at the convention of California local agents held recently at Santa Barbara. Mr. Marshall spoke on agency conditions.

Fire

The Presidio military reservation at San Francisco continues to have fires. Why not? It is a little soldier city.

"Principles of Automobile Rate-Making" by A. Ryder, papers read issued by The Insurance Society of New York.

There may be a belief that a state authorized rating bureau and filing of schedules will prevent a war; otherwise why should some local agents and non-board offices favor state intervention which always discloses commission - incomes and cannot surely prevent scheduling of inadequate rates.

Where policy was in terms void, except as provided by indorsement thereon, if insured's interest be other than an unconditional sole ownership, or if property be vacant for more than 10 days, an indorsement that insured's interest is a fee simple in remainder after a certain life estate, will not waive condition avoiding it, if premises at time of fire have been vacant for longer than period provided in policy.—*Bias v. Globe & Rutgers Fire Ins. Co.*, 101 S. E. 247.

The North Carolina Home of Raleigh (represented by General Agent Geo. H. Tyson) was organized in 1868. Last year its capital was increased from \$200,000 to \$400,000. Assets have been advancing steadily for years past, and are now \$898,803. Surplus to policyholders is \$672,164. Net surplus and premiums increase yearly. Loss experiences are favorable.

In 100 years the Etna (Fire) of Hartford paid over \$183,000,000 losses. This centenary is notably free from litigation.

The Utah Home Fire increased its business in this field last year and had about 33.5 percent losses to premiums earned.

The 1921 convention of California Association of Insurance Agents will meet in San Francisco, and get acquainted with the San Francisco Brokers Exchange.

CHIPS

—Oregon fire marshal's report on page 369.

—France.—The Abeille Fire, a reinsurer, has applied for admission to California.

—Ex-Manager Ziel, who has extended his visit to Europe to seven years, is now in Paris, on his way to San Francisco.

—S. O. S.—Help! help! We have been unable to procure needed help, have had sickness and weddings and desertions in our printshop family, our temporary statistician proved to be a dopefiend, the linotypers refused to do any work for us as long as we were not members of the printers' board of trade, the unions boycotted us because we employed union men behind in their dues, outside printers too busy to do our extra press and tabular work, paper has quadrupled in price cardboard has doubled, pressmen's wages have doubled, composition costs and rent have increased 50 percent, binding and ink and pound postage costs have doubled: and the end is not yet!

—General Agent W. W. Potter, who has been visiting the East, is now at Spokane on his way back home.

—Wants to Cancel Life Policies.—Reliance Life is suing in federal court for cancellation of two policies on life of M. P. Schan of Placer co., Cal., who, it says, was not in good health when he obtained his insurance.

—See page 391, notice of Alexander's book on Selling. An excellent help.

—Steamboat Sinks. — The stern-wheeler State of Washington, towing an oil barge on the Columbia, was wrecked by a boiler explosion and sank. Machinery may be salvage.

—Blasting stumps, on a California range, in June bone dry weather, started a blaze reaching to grain and other crops. Damage heavy.

—A lumber "blanket" decision in our Legal Digest. "Situated at" covered adjacent property. Defendant National Union lost out.

—President Cochran of the Pacific Mutual Life was a delegate to the Republican National Convention. He is the only life insurance president who was a delegate to any national political convention.

—A California s. c. decree in our Digest.

—E. Potter & Sons have added the Glens Falls Underwriters.

—In foreign home office fire premiums the Royal leads; the Commercial Union is next.

—At Spokane for the Scottish Union, as previously announced, C. R. Kerns succeeds H. C. Edmundson.

Manager Speyer of the New Zealand has appointed R. E. Oehlmann, at San Francisco, succeeding H. H. Jones, who has been transferred to Los Angeles; J. Robb Gay at Spokane, succeeding Volney Seebeck. At Denver a new appointee will succeed Fred Williams.

Manager A. T. Bailey has appointed A. F. Holden, Jr., special agent to succeed C. A. Colvin, with headquarters at Portland, Or.

Manager Edwin Parrish has appointed D. G. Kenning special agent, with headquarters in Salt Lake City, Utah.

—Country clubhouses like country hotels are apt to be total losses. The McCloud Country Clubhouse near Sissons was a total loss, and the fire also destroyed several acres of timber.

—Arthur M. Brown, of Edward Brown & Sons, has returned from a successful trip to the Philippines, where he introduced the Globe & Rutgers.

—Local Agent Notifies Son of Insured.—Where plaintiff's son had previously acted in the matter of obtaining insurance, by carrying a message to his mother that the policy was about to expire, the local agent of the insurance company was justified in mailing to the son notice that the application in its present form would be rejected, and where the son failed to open the letter and the property was burned before the application was corrected there can be no recovery.—Feldmeier v. Springfield, 177 N. W. R. 583.

—Be a leader rather than a follower.

NATIONAL FIRE EXPERIENCE

The National Board held its annual meeting recently and President Buswell delivered the annual address. He said that, as compared with 1866, there is no impairment of insurance protection, and the companies are almost universally sound.

This nation, he said, is to be preserved by the small property holder, and no one has the same opportunity to preach the gospel of Americanism to him that the insurance agent has.

The past year was a profitable one. The fire premiums written by the 170 members of the Board amounted to \$452,199,763.

The paid loss ratio was 39.75.

The expense ratio was 39.53.

Increase in liabilities was 11.61.

Balance was 9.11.

Half of this large profit was due to the 10 per cent surcharge, taken off on September 1. So, under present conditions, only a 4 percent underwriting profit can be expected if the loss experience continues favorable.

The net gain from fire branch investments brought up the "balance" to some \$54,000,000, or 12 percent.

Recorded losses on investments reached the enormous total of \$18,549,420.

Federal taxes amounted to 2.21 and other political divisions' taxes 2.78 percent, total of 4.99, against 4.43 in 1918.

The total of special taxes exceeds 22 1-2 millions—largely a part of the premium charge.

Connecticut Fire Insurance Report

The 1920 edition of this valuable annual is just at hand.

Twenty-one fire and marine companies entered Connecticut in 1919.

Commissioner Mansfield gives these downward percentages of losses incurred to premiums earned:

1916, 57.88; 1917, 56.29; 1918, 53.94; 1919, 46.49.

The underwriting gains in surplus have been:

1916, \$6,889,871; 1917, \$11,342,078; 1918, \$15,809,182; 1919, \$47,698,567.

The commissioner says:

"The underwriting gain is nominal rather than real."

The earned premiums of 178 fire and fire-marine companies reporting were \$539,044,965 in 1919, a gain of \$61,912,984. Similar gains were made in the three previous years, due largely to increased values.

Marine and inland premiums were nearly one-fifth of all.

Total capital stock, \$117,348,419; total dividends, \$33,364,767, or nearly 20 percent.

Fire risks in force, \$86,187,979,966.

Gain last year, \$6,279,823,413.

Burning loss ratio, 2.127.

Liverpool & London & Globe U. S. Department

Nearly \$1,700,000 was added to the investments of the "L. L. & G." in this country last year, bringing the total up to \$18,710,037. Reinsurance reserve gained over \$800,000 to meet the requirements of new business. Premium income was \$12,857,016, a gain of some \$1,240,000. Surplus gained nearly \$900,000. Premium reserve gained over \$800,000.

It was a fine year for this worthy old office. Losses incurred were only about 40 percent of premiums earned.

On this Coast, under Manager T. H. Anderson, \$1,358,382 premiums (a gain) were written with a loss ratio of 36.7 percent.

The Twin City Fire fell from \$1,022,208 premiums in 1918 to \$143,998 in 1919. The hail losses of this company were awful. The loss ratios on whole business have been 71, 86, 65, and 53. There is, it is evident, some grand cleaning going on.

Forest fires are burning thus early along the coast north of San Francisco, near Cazadero.

Reno firemen now receive \$135 a month. They undertake to do inspection work also.

L I F E

Arizona Agent of New York Life Charged With Violating Law—The One Who Was Caught

On June 6, 1918, there was filed with the Corporation Commission a complaint against appellant, charging him, as the licensed agent of the New York Life Insurance Company, with accepting an application for a policy of insurance in favor of Edwin L. Sexton, solicited and procured by one H. Herwig, the said Herwig not being a licensed or certified agent of the said New York Life Insurance Company, and with compensating or agreeing to compensate the said Herwig for soliciting such application contrary to law.

Answer filed and evidence submitted. On October 30, 1918, the commission exonerated appellant.

Arizona law prohibits business by or through an unlicensed broker, agent or solicitor.

On or about January 6, 1919, the person who made the original charge filed a motion for a rehearing, which motion, on the 24th day of January, 1919, was by the commission granted. Thereafter appellant filed this suit against the commission, praying that a writ of prohibition be issued restraining the commission from proceeding with the hearing. A preliminary writ issued, but upon the final trial the relief prayed for was denied and the appellant's complaint dismissed.

Question for the court Is it in the jurisdiction of the corporation commission to grant the rehearing? The code does not provide for a rehearing.

Court holds that the lower court erred in vacating preliminary writ.

Judgment of lower court is revised and the cause remanded.—*Johnson v. Arizona Corporation*, 188 P 271.

Agency Manager C. B. Knight, of the Rocky Mountain agency for the Bankers Life of Des Moines, had an assembly of his field force in Denver on May 27, when officers of the company were present to conduct the meeting

Spoken at a Life Banquet

At one of the president's triennial conventions of the Metropolitan Life (the central New York) among the speakers at the banquet was the Right Rev. Michael Clune, D D., whose very original remarks will interest our readers. He said:

I asked the president to let me go home because I was not very well, but I am certainly delighted to be with you, and I would be, even if I was not as well as I am.

The critics say that when the life insurance companies began they made mistakes. What companies did not? We will say that they are about the age of the American Union. They did not make half the mistakes that the people did who formed the Union. They did not burn the witches. They did not enslave the negroes. They did not use the ducking stool; and, when the ducking-stool was abolished and men had a little feeling, women began to emerge from the place of subordination that they had occupied. Now, that is continuing (laughter) and in my opinion they vie with the Metropolitan Life Insurance Company to see which will make the world the better. The insurance company will give the physical and the women the moral touch that will change the world. (Applause.) They bathe this world in the light of love, and just as the mother takes care of the poor child whose arm is broken, they are taking care of the wretched people in distant places, and they are carrying out our finest hopes in making the world a part of heaven.

Now, we sat down tonight to a very sumptuous repast, but we need not be ashamed of doing it. The institution that gave us that repast causes millions and millions of orphans to eat the bread of peace and plenty. (Applause.)

The one thing to say about life insurance is that today is the day to buy it.

A real agent is one part talk and nine parts judgment, and he uses the nine parts of judgment to tell when to use the one part talk.—*Equitable Notes*.

They Will All Do It

When preliminary term for first year policies were written the big old companies which paid about all the first year premium as a commission professed to be gravely concerned by this new departure from "sale practices." The Coast Review refused to view with alarm the new plan, which saved the smaller companies and checked the organization of new assessment societies.

Now here is old conservative Massachusetts proposing to allow first year expenses equal to the excess of the net level premium for the plan taken, over the net cost of one year's insurance at that age; but in no case shall more than the excess of the net level 20-payment life premium over such net cost of one year's insurance be allowed; the allowance to be made good by a net level addition to the net annual premiums thereafter.

Some of the principal life men and larger life companies have been supporters of this measure.

Industrial

An old shoemaker out on Ellis street, S. F., complains that an agent of the Prudential called on him and took his "books" to the office to have credits posted but has never returned them nor has the company ever notified him that premiums were due nor sent any collector.

At a recent investigation of industrial insurance by the Board of Trade of London, a large amount of evidence was taken on the question of lapses, nearly every witness being questioned on this point. To many people it will probably be a surprise to learn that the general experience of the societies has been that the number of lapses has shown a marked decrease in recent years. Most witnesses gave as the reason for this decrease, the greater ability of the people to pay. There was also evidence that this result had been partly obtained by improvements in office administration and organization, such as the introduction of the block system. There was direct and striking testimony that lapses were a loss to the

societies and also to the agents. Pressed on this point the agents stated that they were penalized for lapses under the system by which they were remunerated. They do not get their procuration fees for new business unless the premiums are paid for a sufficient time to provide them.

British industrial life companies are now writing fire business also.

How to Sell Life Insurance

Such is the title of a book published by the Spectator Co., New York and Chicago. Small but fine as silk. The author is William Alexander, who has been a good producer.

We are told the secret of success and about preliminary work; the things which the seller must do, and equally important, what he must not do.

System saves time. Team work is essential. The agent is more than a salesman, for he must create a demand. He must be a turner-up and not a waiter.

Never lose your temper. Don't interview in presence of others. Don't neglect the wealthy for they have money to invest.

The New York life law limiting initial expenses is generally ignored.

Franklin K. Lane, recently secretary of the interior at Washington, is now a director of the Metropolitan Life.

Republic Underwriters: (Error in previous notice.) Capital, \$1,000,000; net surplus, \$753,952; premiums, \$1,600,986, gain nearly half million; assets, \$3,384,781, large gain. Republic of Dallas is a new company a combination of three Texas companies Represented by Chas. W. Watson.

Providence Washington: assets, \$9,166,586, large gain: net surplus, \$3,111,536 gain; premiums, \$6,507,705, good gain loss ratio, 47.2. Represented by A. T. Bailey.

The Vulean Fire of California has entered Illinois.

GENERAL

California S. C. Decision on Reinsurance

Reinsurer, having by reinsurance contract authorized insurer to bind it by a settlement, could not, in insurer's action on the reinsurance contract, attack the settlement of a claim upon general demurrer. — *Pacific Mutual Life Ins. Co. v. Pacific Surety Co.*, 189 P. 273.

Increasing Taxes Increase H. C. L.

California state controller calls attention to the fact that although the state wealth had increased only 41 per cent during the past seven years, and the state population had increased only 30 per cent, yet the cost of the state, county and city governments had increased out of all proportions.

"State government has increased in these seven years by 94 per cent; county government costs had increased 118 per cent; and while the cost of city governments during the same period had increased only 68 per cent, apparently, the real increase in the latter had been much greater," said Mr. Chambers.

The controller declared that the burden on the tax-payers would soon become unbearable unless radical steps are taken this year. He advocated the amendment to the state constitution to make it illegal for any city, county, or the state government to increase its year's expenditures beyond a sum equal to the disbursements of the year before plus five per cent. Also he asked for the creation of a state "central bonding bureau," without whose consent no city, county, or

state government would be permitted to issue bonds.

National expenditures too have increased out of proportion to the gain in population and wealth, aside from war expenditures. They are, all, about \$60 per capita. If one out of three of the population is a producer, the average is \$180. State, county and municipal taxes probably average an equal amount, making the total average \$360 a year a producer.

When it is realized that virtually all taxes are paid by consumers this burden of a dollar a day taxes may be fairly appreciated. It explains the high cost of living, which cost began to increase long before the war, and has kept pace with national and other government expenditures per capita.

Every government should report annually the tax rate per capita as estimated.

Both farming and grazing are among the most hazardous businesses. Farmers tell me that they earn no interest on farm values; they merely have a home, and sometimes earn taxes and wages. They must work long hours to "get in" and "save" their crops. It is now almost impossible to get farm labor and will be as long as \$8 a day is paid mere deliverers of milk and bread in the city and \$6.50 a day for common laborers. There will be a scarcity of food this fall.

"Waiter, this coffee is nothing but mud."

"Yes, sir; it was ground this morning."—Voo Doo.

DANGER**Don't Rock the Boat**

When companies of any kind cut rates or what is the same thing, pay excess commission, they are "rocking the boat." They are endangering both craft and crew.

When giant life companies attempt to crush out the smaller companies by paying about all the first year's premium on a new policy to an agent as his commission—as they have done and are doing now—they are rocking the boat.

When a non-board company enters a board agency or is too greedy for business in excess of its fair proportion, and pays excess commissions, it is rocking the boat.

When local agents agree not to accept and retain the agency of a company paying excess commissions but break such agreement and turn over an unfair proportion of the best risks to the briber, they are rocking the boat.

Up in Idaho such dishonest agents and companies upset the boat.

Returns on Fire Insurance Capital

When a man invests in the capital stock of a fire insurance company he risks the loss of his investment by the burning of a city. No other business carries this hazard.

What, then, would be fair returns on this investment, taking into consideration this exceptional hazard?

The combined capital and surplus of American companies reporting to the New York insurance department last year was \$309,554,917. The total

of dividends paid was \$17,146,303 or 5.6 percent.

Does this pay for the risk of capital and surplus?

Might it not be better for the companies to now retire from business and distribute their capital and surplus funds to their policyholders?

Ten years previously the average stockholder's dividend was \$5.28 percent of capital and surplus.

Overheard

"We must have more life company regulation—or blow up."

Lady—Why, Mr. Brown! what has happened?

Brown—Oh, I broke another arm cranking my Ford.

In New York City—There goes the wisest, brightest, meanest underwriter in this town. He hasn't a single friend!

Has it come to this in U. S.? Ben. Beris, officer of a Chicago glass company, is charged by a rock-thrower with hiring him to break plate-glass windows to help the glass business.

He says he was paid a commission on every glass put in place of the broken one. The insurers paid the breakage bills. Chicago must be a small town where one firm does all the plate glass business.

Shall we next hear of thieves hired to steal automobiles or of firebugs hired to burn buildings to stimulate the insurance business?

Transmississippi fire agents are asking for an increase of their commission rate.

GENERAL

Did No Business But Stockholders Had to Pay Receiver's Bills

The Metropolitan Fire of Kentucky failed to get a certificate of authority to do business. The new company, with only \$15,000 assets, went into the hands of a receiver. Finally the assets were \$3,664. Whereupon the receiver and the attorneys filed claims: the receiver, \$6,000; his three attorneys, \$17,500; and defendants' attorneys, \$1,800, making \$25,300. The trust company selling the stock also claimed \$30,000.

The subscribers to the \$250,000 stock of the company that never did any business were held responsible for the unpaid bills. The court ruled that the liability was not the par value of the stock but the amount including surplus that the stockholder agreed to pay for it.

The Iron Safe Clause

In the South (states) fire policies commonly have an "iron safe clause." It is a material promissory warranty, with which the insured must comply substantially; yet it is frequently the subject of court rulings.

The clause requires the insured to take a complete inventory of stock on hand at least once in each calendar year; and if not taken at the time of insurance it must be taken within 30 days.

A set of books must also be kept, being a complete record of purchases and sales from date of inventory; and such set of books and inventory must be kept and locked in a fireproof safe, or in some place not exposed to fire.

In a recent case (*Albert v. Colonial Fire Underwriters*, 102 S. W. 859) the insured had taken an inventory three months prior to the insurance and thereafter bought and sold, keeping his accounts of sales on slips, which he destroyed at the end of each week, after transcribing the totals into a book. The supreme court of appeals of West Virginia held that this book of totals was not a compliance with the iron safe clause, and the insured's policy was thereby rendered void.

Will Make a Great Change

It is possible that the effort to pass laws permitting fire companies to write casualty lines and casualty companies to write fire lines may succeed, with provision for additional capital and surplus for the added line.

We pause to remark that if companies are permitted to write the added lines of insurance, as they do in Great Britain, there will be some surprising changes in this country. There will be consolidation, and new companies and narrowing agency territories (possibly), and changes in compensation (possibly).

The Home of New York is writing aircraft insurance also.

All good medicines, such as quicksilver, arsenic and quinines, are also poisons.—Nicolai.

To Trade—My farm for a good house and lot in the city. I'm d—— tired of paying a bunch of hoboos \$12 for six hours work.—Ex.

I always believed that Nero did not fiddle while Rome was burning. Now a congressman says it was Nero's wife that fiddled.

* * *

For good results in this life everything depends on tracts — digestive tracts.

* * *

We are reminded that the Continental Ins. Co. is primarily responsible for the provincial law forbidding foreign insurers' publication of their home office figures in New York and some other states. If we were broad-minded such publication would be welcomed; if shrewd we should require it. Had the statutes compelled the Austrian Phoenix, North German, Transatlantic, etc., to publish their home office figures, according to American standards, the people of San Francisco would have several million fewer unpaid loss claims in 1906.

* * *

It is proposed to supply drouth insurance, covering losses by severely dry weather. Farmers occasionally suffer embarrassing losses, especially corn raisers, by deficiency in rainfall, or by failure to rain in "tassel" time. We promise the Drouth Ins. Co. plenty of business in the San Joaquin valley, Cal.

* * *

Here is a new paper that appeals. It is "The Commercial Bribery and Tipping Review," a monthly print opposed to all forms of gratuities. At Washington, with a Scott as publisher.

By some strange oversight the editor says nothing about tipping policy-

holders, a bad practice better known as rebating. The richer the policyholder (in San Francisco) the bigger the "tip."

What is the amount of "commercial bribery," would you guess, is given a man who pays \$1,500 premium, by a salesman who receives \$1,275 commission and "commuted renewals" ?

* * *

The Chamber of Commerce, Washington, D. C., is preparing a business code of ethics, and Congress has under consideration bills against commercial bribery.

We urge the National Locals Association to endorse such bills including also the sale of insurance.

* * *

When the Roman empire ceased conquests and waged only wars of defense, then began the fall of Rome.

* * *

Mr. Fly is chief justice of the Texas civil court of appeals.

* * *

Washington's supreme court has ruled that it is still a crime to steal whiskey.

* * *

Require not things to happen as you wish; but wish them to happen as they do happen; and you will go on well.—Epictetus.

* * *

"Scratch My Back" was filmed in San Francisco. The "home" of the wealthy American consul in Milan, Italy, with interior and exterior scenes, is the home of a San Francisco Sansome street insurance man. Some of street scenes are taken in the vicinity.

* * *

\$1 buys Sexton's "Fire Insurance" of us.

MARINE

Thomas J. Prindville of Chicago, member of firm of Johnson & Higgins, says his partners were peeved because he went to war in France without consulting them. They then dropped this pilot. When he returned he demanded a patriot's share of the profiteering during his absence. The disclosures of profits and \$150,000 salaries are startling.

Altogether, the U. S. will have 1500 ships to sell. They must be sold at less than cost. The later they are sold the lower the price must be. The cost averaged nearly \$200 a deadweight ton. England and Japan are building similar ships at half that cost.

The Policyholder of Manchester, England, criticises militant Henry Evans' booklet on "England's Policy" wherein he says, "characteristically," that British banks and British merchants insist on British insurance policies because they want the whole transaction to be made and kept as British as possible. In short, says Mr. Evans, having paid the price for American cotton, the Britishers meant that from then on the cotton should be British, and all the profits earned on it in any direction.

In this country we do not take the Evans fulminations quite seriously when he declares war on the foreigners, especially the British, as he often does; but "over there" it is different. Our indignant English contemporary is moved to say:

"This is a gross misrepresentation of

the real position however. British bankers are not working some subtle Hunnish scheme, but the simple fact is the American marine insurance companies have no domicile in England and cannot be sued in the English courts in the event of a dispute arising. That is the real difficulty. British bankers are not going to place themselves in the position of having to go to the United States courts to settle a dispute where there are any number of companies coming within the jurisdiction of the English courts. English insurance offices writing business in America have put themselves under the jurisdiction of the American courts and the American offices should do the same."

This is very like a solar plexus blow. "Ten!"

COAL. — Government investigation shows average cost of coal per ton f. o. b. at mine in this country, from reports of 1,589 operators, is now \$2.32, and rates realization, \$2.65. Labor cost averages \$1.74 per ton. Margin per ton is \$0.42 against \$0.61 two years ago.

Oregon shipyards are turning out two six-masts schooners.

There are 6,000,000 foreign born people in the United States who cannot speak or read English.

California's supreme court has ruled that trout raising is not stock raising, and therefore is under the operation of the compensation act.

Regular workers live longest.

Too Many Golden Eggs Upset Johnson and Higgins

The Insurance Press of New York says:

Likened to the goose of "golden egg" fame, with the potentialities of its future suggestive of the irony of that feathered bonanza's fate, the insurance brokerage house of Johnson & Higgins, 49 Wall street, New York, which last year divided among 12 of its officers, who constitute its board of directors, approximately \$2,000,000 in salaries and dividends, is defendant in legal proceedings brought to stop the further payment of so-called "excessive, extravagant and unearned" compensations, and to upset the charter-conferred authority to suspend the voting power of a stockholding director who shall renounce participation in active management of the concern.

It is the contention of plaintiff's counsel that the contract between Johnson & Higgins (a New Jersey corporation organized in 1899) and the holders of its 4,500 outstanding shares of common stock, par value \$100, is, by reason of the controlling conditions of the charter, contrary to public policy and inequitable, in that the mooted section of the charter, providing that a stockholder director who shall retire from participation in the company's management shall exchange his stock certificate for a 10-year, dividend-bearing certificate, canceling his voting prerogatives, operates in contravention of the laws under which the corporation was begotten.

That insurance brokerage and average adjustments yielded revenue in the shape of individual emoluments and stock dividends in volume so vast as the evidence in this case has divulged occasioned frank amazement on the part of the presiding jurist, and the members of the bar who attended the hearing. Here are some of

the high spots in the testimony on this and other phases of the controversy.

President W. H. La Boyteaux testified that the authorized capital stock of Johnson & Higgins is \$1,000,000—one half common, the other half 8 percent preferred; \$450,000 common, \$372,000 preferred, issued.

That the annual turnover from the transactions in all branches of the enterprise amounted to "between \$75,000,000 and \$100,000,000 in premiums and adjustment moneys."

That the dividends on common stock declared from the earnings of 1918 amounted to 294 percent of which Prindiville had been paid 45 percent prior to his leaving the firm; that Prindiville's claim was exclusive of that dividend and a supplementary one, account of 1918, authorized subsequent to his withdrawal, which makes the percentage demanded by the complainant 205; that the directors are ready to pay all dividends due him as soon as he shall have complied with the charter requirement which the bill in equity assails.

That the practice of the directors, as provided in the by-laws and founded on the charter, has always been to appropriate one-half of the net profits to be paid the 12 (or whatever the number of the boards personnel may be) directors as salaries, and to distribute the other half in dividends to the stockholders, all of whom are directors and vice presidents.

That his own salary, and that of First Vice-President George V. Coe, for the year 1919, was \$161,543.14; that he assumed the presidency in 1916, succeeding William R. Coe, who "stepped out" to become chairman of the board, and who, last year, drew a salary of \$118,781.79.

That the combined salaries of the 12 officer-directors, last year, aggregated \$952,404.

That the salaries of the other 9 members of the board were: W. H. Botsford, \$104,527.97; W. A. Davey, \$95,025.23; H. W. Lowe, \$95,527.23; J. S. Keegan, \$75,820.34; J. A. H. Hopkins, \$56,865.26; W. H. Davidge, \$33,238.90; S. C. Hunter, \$28,507.63; James Dixon, \$19,005.09; J. D. Barrett \$2,500.

FIRE

Assignment of Fire Policy

Assignee of fire policy held not entitled to notice of change of insurer's agents.

Agent's consent to assignment of policy held not to estop insurer.

Possession of fire policy by vendee of property held insufficient to show assignment.—*Greentaner v. Connecticut Fire Ins. Co.*—127 W. E. 249.

Why Not a School for Adjusters?

It may be objected that experience is the best if not only school for adjusters and that the companies are footing the educational costs now.

But technical schools are believed to supply a good groundwork for future fitness of their scholars; and we believe that an adjuster's school taught by old experienced adjusters might be of great service to the companies, which would save money by paying the bills.

As it is now, the average new adjuster of fire losses learns by his mistakes, for which his employers pay roundly.

An adjuster, to be successful, needs to have a varied experience in business life of some kind or kinds. He ought first to build a few houses, keep a set of books, engage in mercantile business, fail two or three times, and have had fire, smoke damage, water water damage, and a theft claim.

Then after forty years experience with firebugs, women loss claimants, dishonest claimants, adjusters for the assured, and claimants' lawyers and appraisers, he should be able to impart

much knowledge as a teacher in the school of adjusters, and thereby save the loss payers several millions of dollars.

The first of the Black Tom Island subrogation suits has been won by plaintiff owner. The railroad company was defendant. Judgment was for nearly half a million, much of which will be paid to the insurers. The great explosion and fire in July, 1913. Thirteen warehouses along defendants tracks were destroyed. The eighty-five insurers hope to recover, in time, nearly all the extraordinary losses paid. But what if losing defendant was also insured?

Home Insurance Co. of New York Now Has 55 Million Assets

During 1919 the Home of New York added over \$4,300,000 to its gross assets. At the present rate of progress the grand total on January 1, 1921, should be more than \$60,000,000. The Home leads all companies in this country in this respect, and we are under the impression that this is the largest total of fire and marine assets in the world.

The Home also leads in surplus to policyholders, in this country, and likewise in premium reserve. In both particulars there were gains last year. The total of gross surplus is nearly \$22,000,000, and of reserve nearly \$27,000,000.

With over \$35,000,000 premiums, the loss and expense ratios were the same, 38 plus percent. Premium gain was over \$3,400,000. It was a great record in a great year.

New President of N. B. F. U.

Charles Lyman Case, U. S. manager of the London Assurance, is the newly-elected president of the National Board of Fire Underwriters, succeeding F. C. Buswell, vice president of the Home.

MISCELLANEOUS

Torpedo Shot Not an Accident

Alfred Gwynne Vanderbilt, a victim of the *Lusitania* sinking by German submarine, was not "accidentally killed" says the New York supreme court, in suit for \$150,000.

The authorities in Vera Cruz, Mexico, burned wharves and dwellings to stamp out bubonic plague. These rulers have not heard that fleas and breaths spread the plague. A few years ago American authorities also burned the Oriental sections of Honolulu to check the plague, and killed all the fleas and rats that did not escape to other parts of the capital of Hawaii. The insurers were not liable.

The Insurance Index, mentioning the Chubb & Sons Indemnity Co., says: Should Herbert R. Clough
Ever be in want of a pough

For that company with a name so peculiar,
He must not think it is rough,
If the press fellows stough
Makes him say anything but Halle-
lular.

Safety First in Glass—Laminated

Serious consequences are especially to be feared from the accidental breaking, in collision or otherwise, of automobile windshields, back and side curtain lights; street car doors and windows; railroad passenger car windows; locomotive cab windows; port hole and other window lights on ships; die cutting, grinding, polishing, loading and other types of machine

guards; office and bank partitions; revolving doors; doors and windows generally in dwellings, stores, factories, etc.

Science has come to the rescue with a laminated glass consisting of two sheets of ordinary glass between which is interposed a thin sheet of pyroxylin plastic. Hydraulic pressure and the application of the proper degree of heat welds the glass and pyroxylin sheet together into a solid unit. The pyroxylin binder prevents any scattering of fragments in the event of violent breakage.

The transparency of the glass is reduced by $2\frac{1}{2}$ to 3% by the insertion of the plastic sheet. This would never be noticed by the ordinary person not especially looking for a difference.

New Policy of Employer's Liability Assurance Corporation

The "Supereminent Disability Policy" of the Employer's Liability Assurance provides in event of accidental death the cost of transportation of the body from place of death to place of burial, the cost limited to \$375. In addition, the policy pays the usual double benefits and a yearly income while totally disabled.

Broken Hills new silver mining camp in Nevada is quickly developing a new town of shacks. Do you want a line?

In the Bernardini Caterini case, in the San Francisco superior court, among the jurors drawn was Walter Speyer, of the New Zealand. Disagreement.

The North River will at once double its capital, making it \$2,000,000. There will be \$500,000 stock dividend and \$500,000 par value \$25 sold at \$31.25 a share.

GENERAL

Pacific Mutual Life Examination

The usual state departments (six of them) examination of the Pacific Mutual Life Ins. Co. was recently completed. The results are very complimentary to the officials and directors. The annual statement has been verified, and the report on real estate, mortgage loans and all assets is very favorable.

Increased Values Mean Increased Commission-Income

Increased wages of workmen appear in the increased cost of the products of labor. Money inflation has stimulated credit and speculation, which has increased prices and wages. Increased taxes also increase rents, prices and values. Underproduction, wilful or by shorter workdays, has also increased prices. So has competition for goods and labor.

This is the present situation. Living costs from 50 to 100 per cent more than before the war. Building materials and construction expenses cost twice as much as formerly. So, too, hardware, crockery, tinware, machinery, etc. General merchandise prices range much higher.

Increased values are everywhere, and these high values are likely to continue several years. Indeed, prices may increase.

It is up to the insurance agent and broker to increase their income accordingly by "covering" the increased values. They cannot expect to increase their rate of commission and double their lines too.

Rat and Match

At 1442 Telegraph av., Berkeley, Cal., in basement of the J. W. Daniels dry goods store, fire for a time endangered the block north of Dwight Way. The adjacent paint and drug shop was in immediate danger. There was considerable smoke. Loss only about \$700 but possibilities for awhile ran into six ciphers.

Firemen found the body of a dead rat near matches with charred ends. These "remains" suggest that the combination of rats and matches started the fire in the straw in a packing box. Stamping or chewing could have started the blaze. Rodents like phosphorus, and sometimes work matches into their nests.

Unions in Utah are warned that they have no standing in courts as regards their insurance funds unless they put them under the jurisdiction of the state insurance department.

Hanging is none too good for the auto thief. Once upon a time, hanging stopped horse stealing.

Non-Participating Whole Life Plan policies of the West Coast Life are \$5,000 and multiples thereof.

Messenger boy, with a telegram for Mr. Jenkins, rings the bell at half-past one in the morning: "Does Mr. Jenkins live here?"

Feminine voice from upstairs, wearily: "Yes; bring him in."—American Legion Weekly.

FIRES

Cordelia, Cal.—Mason Bros. hayfield caught fire: spread to adjoining fields of grain, hay and buildings. Not under control for three hours fire fighting by 200 volunteers. Loss \$50,000.

Oakland, Cal.—Attempt to burn home of Mrs. M. McDonald, 1520 Grove st. Can full of blazing oil-soaked rags against building was found. Fired by striking teamsters who had made threats. Express company goods stored in basement.

GARAGE AND STORES

At Halfway, Ore., garage, indse and buildings burned, with \$18,000 ins. loss and \$25,000 property loss.

HEMP

Galveston, Tex., June 1. — Following yesterday's big wharf fire, today a Galveston Wharf Co. warehouse filled with Yucatan sisal hemp burned with a £1,000,000 loss.

LINER DAMAGED

Seattle, Wash., June 1.—Japanese liner Suwa Maru damaged at wharf while discharging. Cabins, saloons and other quarters in blaze from fire starting by short-circuited wires. \$50,000 damage.

FOREST FIRES

New Brunswick and Nova Scotia in the last week of May had forest fires which destroyed towns and hamlets, with a total loss of a million dollars. In one town only two buildings escaped, a church and a pastorage. In another town four churches and forty other buildings burned.

These early forest fires indicate unusual dry conditions which may result in unusual forest fires this year everywhere.

SHIP PIER

Galveston, May 31.—This fiery month ended by burning of part of the pier of Morgan s.s. line. Warehouses and contents also burned. Estimated loss \$1,000,000.

Oakland, Cal.—Linz Motor Co., at 2400 Broadway, had a small fire, starting on floor in rear. Flames and smoke startling until fire department smothered the blaze.

Live electric wire and oily waste probably started fire. Adjacent frame and Automobile Row in danger.

Hotel Charles, Mason and Geary, grill and grease started a \$1,700 loss.

MILL

Richmond, Cal.—Richmond Feed Co.'s Mill partly burned. Spontaneous combustion.

CANNERY

Wrangle Narrows, Al.—Mountain Point Packing Co. cannery totally destroyed by fire: including warehouse, store, nets, seine-boats, coal and 1,000 cases of empty cans. Cannery machinery, almost new, badly damaged. Loss \$25,000.

MATTRESS FACTORY

San Francisco.—At 2066 Market st. the Swedish-American Mattress factory was partly destroyed, May 31. Adjacent buildings damaged. Motor sparks falling in waste alleged cause of blaze.

San Francisco.—At 2701 18th st., Simon Mattress Co. plant and mattresses and two story building burned with loss of \$12,000.

HOTEL

Vancouver, B. C.—Six story Balmoral apartments burned at night. Several inmates killed.

ARSON

Fire in Oregon City, May 27, destroying several small buildings, it now transpires, was set by Fred F. Therburg, blind proprietor of a music store. His brother George helped.

PAINT PLANT

At Sunnyvale, near San Jose, Cal., fire destroyed Hydro-Carbon Co. paint plant also 40,000 gallons of oil and turpentine. Loss \$35,000.

Baker City, Or., will extend its fire limits and imbrove its "no fire trap" ordinance.

Agent of an agent is not authorized to bind insured by stipulations not in policy. See our Digest.

MISCELLANEOUS

California Insurance Taxes

Insurers licensed in California paid corporation taxes in 1920 a total of \$1,862,980, a gain of \$314,654 over payments in 1919. This large gain of over 20 percent is of course due to increased writings because of the decreased purchasing power of money; or, stated another way, is due to increased money-values of property and human life; or, stated another way, the increased income from insurance corporation taxes must be credited mainly to inflation.

Population

La Grande, Or., 6,913, gain 42.7 percent.
Vancouver, Wash., 12,637, a gain of 36 percent.

Venice, Cal., 10,382, gain of 233 percent.
Richmond, Cal., 16,853, gain of 147.6 percent.

Long Beach, Cal., 55,593, gain of 212.2 percent.

Bremerton, Wash., 8,918, gain of 198 percent.

Watts, Cal., 4,529, gain 135.7 percent.

Huntington Park, Cal., 4,513, gain of 246.7 percent.

Los Angeles 575,480, gain 80.3 per cent.

San Francisco 508,410, gain 21.9 per cent.

Stockton, Cal., 40,296, gain 73.3 per cent.

Pasadena, Cal., 45,344, gain 49.7 percent.

Tresno, Cal., 44,616, gain 79.2 per cent.

Vancouver, Wash., 12,637, gain 36 per cent.

Oakland, Cal., 216,261, gain 44 per cent.

Berkeley, Cal., has 55,886; Richmond, Cal., has 16,843; Alameda, Cal., has 28,806. Sausalito and San Rafael, Cal., also transbay suburbs of San Francisco, are still in doubt as to their population. These and other suburbs contain 325,000 people, making the San Francisco metropolitan district population, not counting hamlets, 833,999. About 30,000 transbay adults earn their livelihood in San Francisco.

The Assurance Co. of America will return to San Francisco.

Conly and Benner Appointed Assistant General Agents

General Agent Geo. H. Tyson, Pacific Coast representative of the Great American of New York and the Phoenix of Hartford and subsidiary companies, announces the appointment, from and after June 1st, of Clifford Conly and Harry Benner as assistant general agents in addition to the present assistant general agent, Herbert Folger. Both of the new assistant general agents have been in the service of the Coast department for over a quarter of a century. The appointment is a well merited promotion and is spoken of by all with cordial approval.

Those who expected some sensational facts in the trial of Mrs. Violette Potter Krutchnitt, divorcee of the son of a railway magnate, were disappointed by her death recently, after a brief illness. Mrs. K. had furniture in a cottage in a Marin county suburb of San Francisco. She insured it and later moved a part to a city storage house. Fire then damaged the cottage and furniture and paintings. The insurer received evidence that a part of the insured furniture had been moved, including some on which a loss claim had been filed. Mrs. K. was arrested at midnight in her apartments at the Palace hotel and taken to jail, where she remained until morning, when bail was furnished. At the preliminary trial an expressman who removed some of the furniture testified that the cottage seemed still full of furniture, but the insurance sleuths found in the city some of the furniture and apparel alleged to be burned. Finally the accused was "bound over" to appear for trial in the superior court. The woman's attorney announced that suit for large damages would follow. Death, however, appears to have ended the affair.

Portland Arson. - Indictment of L. S. McNutt, charged with firing a moving picture studio, was dismissed, after jury had disagreed. He insured pupil films for \$10,000.

REAL ESTATE

Where a lease contained a covenant of quiet enjoyment, and defendant, a purchaser of the land from the lessor, knew of the facts but failed to pay a mortgage on the land, and hence the mortgage was foreclosed, the defendant would be restrained from ejecting the lessee.

A charge that the burden of keeping the premises in repair is generally on the landlord, but, if in any case the tenant could recoup, as against the rent, damages from patent defects existing at time of renting, and as to existence of which both parties had equal opportunities of informing themselves, he cannot do so, where landlord was not notified to repair or notified of a defect was correct.—101 S. E. 201.

Rotten Riotous Conduct

In Bristol, R. I., it was necessary to call out the militia to protect life and property from the onslaught of hundreds of union strikers.

In Fresno, Cal., the street carmen were recently unionized. At once, of course, they struck, which was their right. But they stopped their cars on the street and deserted them. Mobs gathered and began to crack heads, windows and doors. They would not let other men do the work which they had refused to do. "For does not labor create everything and therefore own everything."

San Francisco.—Two ironworkers were attacked and beaten by several union strikers who used clubs, sticks, bricks and pieces of iron. The two men were seriously injured.

A brassmolder employed at a shipbuilding plant was struck down as he left his home, by two strikers, who fractured his skull and bruised his limbs. The assault was witnessed by the workman's wife and children. The strike was long since over.

These bloody assaults are frequent but there are no arrests.

Shingle mills are closing down in the North-west because of car famine.

ANSWERS

T. E. T.—"Underwriters" in some courts have a recognized standing; in other states they are not recognized as an entity to be sued. For this last reason policies now read something like this:

"The ——— or the and the ——— writing as the ——— Underwriters." If this or a similar form does not appear and the state courts have not passed on the matter, the company "behind the gun" should be sued. Some years ago a California court threw out of court a suit against an "Underwriters," holding that it had no individual or corporate entity.

S. E. T.—Board company agents' compensation, generally, on this Coast is about as follows:

25 percent on net premiums on policies covering grain, cut, uncut, or in sacks or stacks while in field; on net premiums on policies written for two or more years, except mercantile risks.

20 percent on premiums on policies on A. B and C class buildings with mercantile occupancies written for two or more years.

15 percent on net premiums on policies covering all other classes of risks.

Board agents representing non-board companies also must not receive commissions in excess or different from these from such non-board companies. (In Idaho they have been doing so and now have no income.)

The agent must not solicit, place or cause to be placed, or be a party to, insurance at less than board authorized rates, nor pay a commission to any non-board company's agent (or broker), unless such agent represents a company member of the Board.

It is said that humans inherit a tendency or predisposition to tuberculosis.

Do they also inherit a tendency to accidents, sickness, grouchiness, and debt and poverty?

It is easier to believe than to know.—Now.

ITEMS

Secretary Follansbee of the Fireman's Fund said of the recent National Foreign Trade Convention in San Francisco:

"I was really astonished at the magnitude of the whole undertaking. When I accepted my appointment as trade advisor I did not appreciate what a serious obligation I had undertaken. The biggest men in every industry in the country were represented at this convention. They worked from ten o'clock in the morning until late in the afternoon and again attended conferences at night. It was no junketing trip.

"Hendon Chubb of Chubb & Son, New York, delivered a most excellent address upon marine insurance which was carefully listened to by a large audience.

"I took particular interest in Mr. Marvin's advice to merchants in connection with arranging their marine insurance through reputable brokers and with reputable companies in order to satisfy the requirements of the banks."

The new business of the Bankers Life Company of Des Moines for 1920 had passed the \$40,000,000 mark on May 17, and the gain for that period as compared with the corresponding period in 1919 was over \$11,000,000.

Phoenix, Ar.—Rossi's famous restaurant closed yesterday, after thirty-seven years as food and wine emporium. The proprietor returns to Italy. Old timers are mourning this morning.

The "rainy season" on this Coast is now about over, and we can say that generally north of Fresno, Cal., the rainfall has been only about half of average. California's ten and a half inches around San Francisco bay is the lowest since 1897-98 season. It rounds out four unfavorable rainy seasons, 1918-19 being 28 inch but unfavorable because there were no rains after about February 1. Fruit, grain and hay crops and pasturage this year have been damaged and diminished by dry weather, pretty much

everywhere, even in Webfootlands. Reservoirs everywhere have been lowered, and in some towns the situation is serious.

Newark, N. J.—A R. Monroe, of Chicago, has been elected president of the Newark Fire. Mr. Monroe is an all-round experienced underwriter.

The Insurance Monitor, the oldest American insurance journal, has been purchased by two pushers, and will be moved to Chicago, as the weekly Insurance Digest. Older insurance men will recall the Monitor under E. C. Hine as an authority on many insurance problems of those days.

The \$250,000 Club of the Mutual Life held its annual meeting in San Francisco this week.

The Fraternal Aid Union does a little business in the Pacific West. It has \$2,422,932 assets and \$1,293,763 liabilities. Among the latter is borrowed money to amount of \$272,132. The society repaid \$255,000 borrowed money last year. Total of benefits paid, in 1919, \$2,271,776. Among the disbursements are these losses: on sale of real estate, \$23,509; on sale of bonds, \$5,015; on sale of mortgages, \$861.

Frederick F. Taylor, third vice president of the Metropolitan Life, has resigned because of ill health, and will move to California. At the time of the 1906 fire he was Coast manager of the Pacific head office in San Francisco.

Many British life offices doubled or more than doubled their new business in 1919. This year they are making no such showing.

He that would be beforehand in the world must be beforehand in his business. It is not only ill management, but a slothful disposition to do that in the afternoon which should have been done in the morning.—Benjamin Franklin.

NEWSPAPER HEADLINES

Yeggs Break Into Savings Bank Safety Boxes

Runaway Train Kills Two

Mechanic and Driver Are Killed in Road Race

GENERAL

The New York insurance department is making an examination of the American Merchant Marine Insurance Company of New York, which is said to have lost heavily of late, although it is largely reinsured, mostly in non-admitted foreign companies. C. P. Stewart is the president of the company.—The Insurance Index.

John Marshall, Jr., vice president of the Fireman's Fund, has been chosen a member of the Washington state advisory committee.

The Pacific Mutual increased its capital \$200,000 with a premium of \$300,000 on same. A further increase will be made, because of increase of both life and accident business.

The New Zealand government life insurance department maintains two special funds: tontine savings and temperance.

At its home office last week the Metropolitan Life unveiled a bronze tablet containing the names of 1,549 of its employees who served in the war.

An infected shaving brush (anthrax) caused death of shaver who accidentally cut himself. Widow and minor children sued the mail-order house to recover \$30,000, based on breach of an alleged warranty in the catalogue from which the goods were ordered. Plaintiff lost judgment in federal court but the court of appeals reversed it, holding that it must appear in the complaint that the dealer knew of the infection in the

brush, or was guilty of some negligence. Mere allegation of breach of warranty is not sufficient under the statute.

Lee McKenzie of the Washington Rating Bureau has issued a very serviceable table of present building costs compared with those before our entrance in the great war. It should increase building coverage in Washington up to actual values.

Some curious, and some palpably erroneous figures, appeared in our next previous issue, caused by haste and raw help. The editor made up twenty pages, including an uncorrected galley. These are tuff times sure.

Frank Shearer of Kansas got judgment in that state for \$2,500 balance due him by the Farmers Life of Denver, on a contract to assist in getting stock of the Anchor Life, also of Kansas. The supreme court upsets it on ground of lack of jurisdiction, the Colorado company having withdrawn canceled authority to serve process on the Kansas ins. supt. A Kansas policyholder of a withdrawn company, it would seem, would have to sue in the state of incorporation, "except under special circumstances." This reinsurance case, mentioned at length in our May number, appears to have been a dirty mess.

Field Men's Directory revised appears in this issue, because so many changes have been reported since May 15.

The Spectator calls attention to the decreasing surrender and lapse ratio in American life insurance. Boasting too soon?

Monterey, Cal., for many years has had a whaling industry. Last year, the California Development Board reports, 234 whales were captured. This catch made 8,000 barrels of whale oil, 600 tons of fertilizer, and 500 tons bone.

Population

Anaconda, Mont., 11,668, a 15 percent increase.

Is your business keeping step with the population increase.

San Diego, Cal., population 74,683, again of 88.7 per cent.

Great Falls, Mont., 24,121: gain, 72.9 percent.

Wenatchee, Wash., 6,324: gain, 56.1 percent.

Rain Insurance

The 24-hours policy of Lloyds' underwriters covered the outdoor performance of "Aida" at Ewing Field, San Francisco, September 30, 1916, and by agreement the postponed performance.

The amount was \$25,000; the insuring clause read:

"To make up the expenses through loss of receipts through fire, earthquake, and rainfall exceeding one tenth of an inch."

It rained on both days. The promoters then gave the opera in a building, at a serious loss. Payment of the insurance was refused, liability being denied.

As published previously by us, the claim was submitted to two superior court judges, by mutual agreement. They said the underwriters were liable and fixed the loss incurred by the promoters of the benefit performance. Their award has been paid,

Nevada

Insurance Commissioner Geo. A. Cole of Nevada has issued the department's annual report, including a list of licensed agents.

The fire premiums in Nevada during 1919 amounted to \$675,174, with \$277,970 losses paid and \$304,467 losses incurred, or 45 percent of premiums.

The Hartford Fire leads in the Sage Brush state. The Nevada had \$44,982 premiums and \$14,552 losses.

Life companies (26) wrote \$3,089,741 new business, took in \$587,080 premiums and paid \$362,079 losses.

Miscellaneous companies took in \$116,012

premiums and paid out \$48,922 losses. Some of the companies seem to have lost money in the state.

Live stock premiums were \$2,883, and losses, \$10,800.

Life

What is the matter with the American National Assurance Co.? It seems to have a policy which insures considerable litigation.

"Judgment for plaintiff and defendant appeals. Affirmed."

So reads case of Roberts et al. v. American National Assurance Co., Kansas City Court of Appeals, in Southwestern Reporter of June 9.

We recently printed a similar case with the same company as defendant.

In this later case the company accepted check of insured and thanked him for it.

Five days after insured died the company returned the check.

Fire

San Francisco's two fireboats, David Scannell and Dennis Sullivan, will again be on duty next week. Crew works twelve hours on and twelve off. Labor had demanded 8 hour shifts.

ARSON CHARGE

Florence Longland is under arrest at Toledo, Cal., on arson charge but is out on bail of \$3,000, a bond signed by her brother of San Rafael and by C. A. Case of Poplar.

HOUSE, GARAGE AND CAR

At 5227 Bond st, Oakland, a fire apparently starting in the garage part burned it and a touring car and the upper story of the house. Loss \$4,000.

The Union F. & M. of New Orleans, with a million capital and the like surplus, is announced.

Baltimore fire destroyed or damaged five buildings and contents, with \$700,000 loss. A few hours previously another fire caused \$300,000 loss.

GENERAL

Australian Mutual Provident Society presented at its recent 71st annual meeting a very satisfactory annual statement, with a record "new business" in both ordinary and industrial departments. All told, 39,382 new industrial and 24,077 new ordinary policies were issued and 28 annuities. The society is issuing 5,000,000 new business monthly. Yearly revenues amount to about \$37,500,000. The assets are \$210,353,220.

There are but two truly rational publications in the United States, my sensible friends. One is "Life" of New York, and the other, modesty forbids that I should mention.

The president of the American Bankers Association writes to the president of the

Missouri Life:

"It has become an established custom by credit men of banks to make inquiry as to amount of insurance carried by the 'guiding spirits' of corporations, payable to such corporations, and it has decided weight upon the extension of accommodation."

The Pacific Mutual's mortality rate in the first four months of influenza 1919 was 113.7 percent of the expected or tabular rate. In the same months of 1920 it was only 73.6.

Southern Cities Views in Pacific Mutual News for June 1 make a very attractive number, with Secretary Moore's account of pictures and places. St. Augustine has "the oldest house in the United States," but it doesn't look as old as one in Monterey, California. It is made evident that Jacksonville, Florida, is some town.

Sugar wholesale is now down to 23 cents

The Pacific Mutual Life Insurance Company

of California

The Only Old Pacific Coast Company

**Offers SUPERIOR OPPORTUNITIES
to High Class Salesmen**

See for an Agency Contract in California

Managers for Life Department

Managers for Accident Department

KILGARIF & BEAVER,

F. A. STEARNS,

Shreve Building, San Francisco

Shreve Building, San Francisco

JOHN NEWTON RUSSELL, Jr.

The PASCHALL-JONES CO.

Pacific Mutual Bldg., Los Angeles

Story Bldg., Los Angeles

Paid-for Life Insurance, \$265,796,787.00



FOUNDED 1868

Assets

\$50,641,694 27

Capital and Surplus

\$5,831,422 31

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

**ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE**

Insurance Exchange Bldg.

San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

In a California case reported in this issue the adjuster asked insured to sign a paper "in order to get this insurance settled." He did not explain that it was a non-waiver agreement. Insured signed as requested. Plaintiff's attorney introduced this fact, quoting the agreement in full. The supreme court declined to give it consideration, as it had "nothing to do with the case;" and then the court decided the case for the plaintiff, who had a total loss but did not give formal proofs to the adjuster.

The late George W. Babb willed the Boston Insurance Library \$5,000. The late John C. Paige, broker, remembered the library in his will.

We hope some San Francisco under-

writer (present or former) will remember the San Francisco Insurance Library (F.U. A. P.) in his will. A permanent invested fund is needed for the purchase of new books.

In East at least complaint is plaintively made that special agents are "rolling stones" and managers are raiders who capture the best men as soon as properly trained by their employers. This is also a very old complaint by life managers, some of whom never take their solicitors to a "life underwriter's" luncheon lest a competitor steal some of them. Of course the special should be paid according to his worth, but he owes some obligation, like the life solicitor, to the company and office which has given him training and opportunity. But these are sad times, when increasing wages artificially increase the cost of living for all, and increased salaries are often necessary.

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME INSURANCE COMPANY NEW YORK

Cash Assets, January, 1920, \$54,595,060.31

Cash Capital	6,000,000.00
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Liabilities	32,769,093.99
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Net Surplus	15,825,966.32
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SURPLUS as Regards Policyholders . .	21,825,966.32
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FIRE and ALLIED BRANCHES of INSURANCE

Aircraft, Automobile, Explosion, Fire and Lightning, Hail, Marine
(Inland and Ocean), Parcel Post, Profits and Commissions,
Registered Mail, Rents, Rental Values, Riot and Civil Commotion,
Sprinkler Leakage, Tourists' Baggage, Use and Occu-
pancy, Windstorm

STRENGTH

REPUTATION

SERVICE

REAL ESTATE

The National Real Estate Journal gives this estimate of the rising values of residence building:

	Increase		Increase
1916	20 perc.	1917	40 perc
1918	70 perc.	1919	100 perc
1920	130 percent increase		

The real estate expert writing in this journal says. With the present (1920) increasing cost of new construction, there is an appreciation of 130 percent that can properly be added to the original cost of all well-built residence property erected in recent years.

The advance has been 90 percent since 1916. It is my belief that building costs will increase for the next three years at least.

High rents and high cost of building travel hand in hand. Both will prevail for some time to come. —Chronicle, June 20, 1920.

ITEMS

Any postoffice deficit is caused by the immense amount of free government mail, including franked speeches by congressmen—tons and tons of it. Publishers are hard hit by another increase in postage for second class matter. A 300 percent increase on reading matter. On advertising pages, by zones, the rate rises from 1 3-4 near by to 7 3-4 cents a pound 2,500 miles away.

On some publications these rates are prohibitive. Express rates are less. Private capital could run the postoffice at a profit at half the present rates.

“The Guide,” organ of the Fraternal Aid Union, says:

Fraternal societies transact their business with an average expense of one-sixth that required for the same amount of insurance in the old-line companies. And Herman Ekern, commenting on this fact, says that in fairness it may be suggested that a larger expense rate might have placed more fraternal insurance on an adequate basis.—Something to that!

Back Numbers.—If you are interested in library gathering, you can get a deal of Coast insurance history, bound in leather and cloth (Coast Review volumes) at a bargain by addressing Sloan Flack, attorney, at 1325 Fourth Avenue, Los Angeles. Last chance.

The Committee on Publicity and Education, at room 510, 160 W. Jackson Blvd., Chicago, has issued and has in stock for distribution hundreds of pamphlets and press slips, such as: 2 How Towns can Reduce the Fire Hazard, 10 Department Store Losses, 12 Benefits of Fire Marshals, 16 How to Get Lower Insurance Rates, 68 Fires in Dry Kilns, 90 Marshal Condemns Valued Policy Law, 174 Another Interinsurance Failure, 210 Combinations in Fire Insurance, 217 Mail Order Fire Insurance, 242 Interinsurance.

New officials may be too ambitious,

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation OF NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency OF NEW YORK

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. MCINTIRE, Sec'y

Our Directory of Pacific Coast Fieldmen

Aetna

San Francisco—K. C. Hamilton,
G. Nathan, G. F. Roberts, G. S.
Mariner, 221 Sansome street
Los Angeles—H. E. O'Brien, G. A.
Kingman, 933 Title Insur. Bldg.
Spokane—W. S. Fotheringham
Salt Lake City—L. N. Brainerd,
16 Exchange Place
Great Falls, Mon.—C. C. Morris,
334 Ford Bldg.
Seattle—J. A. Murphy, State Agent
666 Empire Bldg.
Phoenix, Ariz.—L. M. McKinley,
209 Noll Bldg

W. W. Alverson

San Francisco—A. M. Lovelace,
Agency Superintendent;
T. B. Clarke, W. T. Booth
Los Angeles—T. J. Keleher
Wm. C. Carlyon
Portland—W. E. Helfrich
Ward S. Jackson
Helena—Edwin Pendrey

Evans Companies

San Francisco—A. L. Merritt, Phil.
Hall, G. J. Ferris, S. E. McPherson
Napa—A. H. Smith
Fresno—O. D. Baldwin
Los Angeles—C. T. Collins
H. C. D. Keith
Seattle—John P. Breeden
Spokane—D. A. McKinley
Great Falls—J. E. Campbell
L. H. Box

Salt Lake City—
Portland—L. F. Alderson
Seattle—W. J. McCommon (Auto)
Harry W. Nason, Manager City
Dept., San Francisco

Atlas

Portland—Wm. D. McAllen
San Francisco—Stanford Olsen
George F. Alberti
L. O. Mayer
Spokane—W. J. Stobener
Los Angeles—H. R. Jackson
Salt Lake—Richard Orlob
Seattle—Craig Owens

A. T. Bailey

San Francisco—F. A. Stahl, Wm.
Haackmeier
Portland—A. F. Holden
Los Angeles—H. C. Swindell
Spokane—Charles E. Dunlop

Balfour, Guthrie & Co.

San Francisco—Alex J. Cartwright
John S. Talcott
Portland—Neil Stewart
Seattle—A. H. Jackson
Spokane—Homer F. Mordoff
Kalispel, Mon.—Fred. W. Merigold
Los Angeles—Mark B. Harris
Sacramento—E. E. Panabaker
Fresno—A. W. Percival

Edvard Brown & Sons

San Francisco—
W. H. Gibbons, L. M. Hale
E. W. Harrison, R. S. Shaw
Vallejo—W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—W. P. Porop
Spokane—Chas. A. Wendler
Denver—H. G. Doyle

Chapman & Nauman Co.

San Francisco—W. W. Jaquette
Portland—Roy H. Keagy
Los Angeles—Theo. Castle

California

San Francisco—
H. C. R. Buswell, Supt. of Agen's
A. N. Lindsay Asst. Sec'y., Her-
bert V. Stockton, David M.
Christian
Salt Lake City, Utah and Southern
Idaho—Earl A. Jaensch
Seattle—
Portland—Phillips Beck
Los Angeles—N. W. Clayton, Jr.
Great Falls, Montana—Fred E.
Weatherwax

Capital

Los Angeles—Thos. Edwards

James F. Cobb Co. Inc.

Los Angeles—R. H. Jenkins

Commercial Union and Palatine

San Francisco—A. E. Field
Volney Seebeck, Geo. F. Heuer
A. McAllister, Auto Dept.
San Diego—Major C. M. Robin
Los Angeles—J. M. Fisher, Jr.
G. A. Inman, Auto Dept.
Portland—Ira P. E. Reynolds
H. E. Parkhurst, Gen'l Inspector
Seattle—Geo. W. Swan
Great Falls—C. C. Morris
Salt Lake City—Graham Lawrance
Helena—Hubert C. Ramsey

Connecticut & Westchester

San Francisco—C. W. Von Tagen
John M. Gordon
Los Angeles—L. P. Stephens
Portland—James S. Reed
Helena—Z. M. Boyer
Spokane—S. E. DeLong

James H. de Veue

San Francisco—F. A. Kress
Spokane—O. R. Daly
Seattle—B. D. Smalley, H. A. Canfield
W. A. Frazer
Tacoma—John B. Hill
Portland—B. D. Smalley Jr.

Fireman's Fund and Home Fire and Marine

San Francisco—R. D. Hunter, Supt.
Agencies, John J. Hammond
Kenneth Brown, Paul St. John
A. E. Webber, Bayard E. Nourse
R. H. Merrill, M. E. Spaulding
Thomas V. Humphreys, Clayton
Schwerin, G. A. Archambault
Geo. E. Erlin
Los Angeles—Weldon D. Whelan,
Chester A. Swift, George D.
Gilmore, J. J. Bannon
Louis F. Knight, E. L. Gilbert
Portland—H. B. Tickner
J. D. Wheeler
Seattle—Frank L. Emerick, W. P.
Cassell, J. J. Campbell
Spokane—S. D. Hooper
Dan L. Weaver
Dallas—J. H. Snell, P. E. Tucker,
Walter L. Southgate, Robert M.
Cuney, J. N. Powers
Butte—A. W. Nyblom
Helena—C. D. French, R. C. Culver
Denver—W. P. Coffey, O. E. Scurr

F. R. Lanagan, F. H. Brown
Salt Lake—H. W. Armstrong

Fire Association and Philadelphia Underwriters

San Francisco—Thos. F. O'Grady,
Howard W. Hogan
Los Angeles—Geo. F. Stanford
Portland—Frank S. Glover
Seattle—Sam G. Gordon
Helena—E. M. Hutchings
Denver—L. D. Griffin

Benjamin Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, John L. Whelan
Geo. W. Madison
Los Angeles—Paul G. Keeler
Earl Holland
Seattle—Wm. F. Zwick
Spokane—Wm. P. Lethbridge
Portland—Fred Tebben
Boise—L. L. Hibble
Great Falls, Mon.—A. N. Bushnell

John A. Hougaard

San Francisco—F. H. Schmitt

Carl A. Henry

San Francisco—J. N. Waters
Los Angeles—James F. Boylan
Portland—E. R. Thompson
Spokane—P. E. Gerould

Dixwell Hewitt

San Francisco—Geo. E. Devine, Supt.
of Agencies, L. H. Earle, C. L.
Greenwalt, Harry L. Cope, W.
V. Hollingberry, E. Knicker-
bocker, H. C. Gregg, S. W. Kep-
hart, R. C. Drake, L. M. Bell
Los Angeles—E. E. Price,
F. E. Naltzger
Portland—J. J. Dennis
Spokane—Gerard Clement
Butte—Chas. E. Miller
Billings—C. S. Abbott
Fresno—W. W. Grove
Walla Walla—H. J. Vallentyne

Home, New York Franklin, Philadelphia

San Francisco—Roff & Decker, Gen'l
Agents; Paul A. Normand, Asst.
Gen'l Agent; E. C. Dietz, Man-
ager Auto Dept.; R. B. Mathews
Inspector Improved Risks Dept.;
H. W. Wagenet, C. I. Magill,
S. R. Aitken, H. L. Thompson,
J. W. DePaoli, Special Agents
Los Angeles—Chas. Quizzow, State
Agent; James S. Suydam, E. H.
Wood, Special Agents
Portland—John C. Fox, Spec. Agt.
Helen Donally, Cashier
Edgar Stevens, Special Agent
Spokane—Geo. H. Houghton, Sp. A.
Salt Lake—M. B. Boothby, Sp. Agt.
Great Falls—Benn A. Scott, State
Agent
Seattle—W. B. Rasmusen, General
Agent (Auto Department)
Cheyenne—Hoyt Leech, Special
Agent, Hynds Bldg.
Phoenix—O. J. Bailey, Sp. Agent,
National Bank of Ariz. Bldg.

**London & Lancashire, Orient
and Law Union & Rock**

San Francisco—Geo. Ormond Smith,
Agency Supt.; W. W. Gilmore
Geo. T. Richmond
Los Angeles—J. P. Yates, Agency
Supt.; Frederick W. Andrews
Denver—Nicholas Gardner
Helena—J. Robb Gay
Seattle—David H. Parry
Portland—Toll Thompson

Liverpool & London & Globe

San Francisco—R. H. Rountree
Frank J. Mann (Automobile)
Harrison Houseworth
Chester S. Myrick
Los Angeles—C. A. Lothrop
Spokane—P. J. Martin
Seattle—Frank E. Atkins
Portland—Geo. J. James
Phoenix—Wm. A. Sexton
Great Falls, Mont.—G. R. Brown

London

San Francisco—Wm. H. Hackett
Supt. of Agencies
P. R. Weismann, B. L. Penfield
R. P. Thornton, Mgr. Auto Dept.
J. Arthur Roach, Spec. Agent
Marine Department
Los Angeles—C. W. Rohrer
Portland—Gus J. Roth
Seattle—P. J. Perry
Spokane—J. E. Johnson
Denver—T. S. Heath

**Ins. Co. of North America, Alliance
The Yorkshire, Northern of N. Y.**

San Francisco—Robert Sherrard
Thos. R. Catton (auto), Thos. J.
Craig, Supt. Imp. Risk Dept.
Phil Feely, Supt. Met. Dist.
Sacramento—H. F. Thompson
Portland—Walter Bliss, State Agt.
Los Angeles—W. F. Kuhl, Supt. Age's
T. F. Selaya, Theo. R. Alkalay,
Auto Dept.
Salt Lake—Hugh S. Coburn
Spokane—H. B. Hagen
Seattle—E. C. Fotheringham
Butte, Mont.—Milton S. Williams
Helena, Mont.—Percy E. Wickes
Fresno—Raymond L. Ellis
Vancouver, B. C.—Gordon Rennie
Denver—Irvin W. Elwell

National Union

Sacramento—F. J. Heinz
Los Angeles—E. N. Hillegas
Spokane—G. L. A. Lauer
Portland—H. V. Hinner

National Liberty

Portland—Fred S. Penfield

New Zealand

San Francisco—D. A. Parker
R. F. Oehlmann
Los Angeles—C. P. Lyndall
H. H. Jones
Portland—W. G. Fortmann
Spokane—J. Robb Gay

Northwestern National

Seattle—A. M. Jones
Los Angeles—W. E. Labry
San Francisco—H. L. Clark
Oakland—J. D. Stanley
Tacoma—L. S. Frudenfeld
Portland—G. F. Nickerson
Spokane—Henry Heath

**New York Underwriters Agency
Utah Home Fire**

San Francisco—V. H. Quitzow
Los Angeles—A. C. Anderson
Seattle—A. E. Bailey

H. M. Newhall & Co.

San Francisco—W. W. Keith,
Robert L. Hunter
Los Angeles—O. W. Bryant

Norwich Union

San Francisco—William T. Barr,
Supt. of Auto Department, Glenn
R. Lombard, R. L. Countryman
W. L. Wallace, Agency Supt.
Portland—D. Ross Atkinson
Helena, Mont.—P. B. Churchill
Denver—C. D. Cobb & Co., General
Agts., H. C. Stebbins, Special Agt

Northern

San Francisco—R. H. Naunton,
Manager City Dept., Harry
D. Sherman, Frank J. Agnew
Los Angeles—G. Mueller,
Spokane—Walter E. Alair
Portland—R. G. Valentine
Butte—Dudley Freese
Denver—Alfred L. Tefft

R. W. Osborn

San Francisco—F. J. Schoeneman
F. A. Lathrop, G. W. Dearborn,
C. V. McCarthy
Los Angeles—A. C. McConnell
Portland—H. E. Smith
Seattle—E. J. Young, G. E. Young
Denver—E. M. Brewster
Spokane—P. W. Gedney,
A. H. Hougard

Edwin Parrish

Portland—Chester Deering
H. W. Randall
Spokane—Raymond C. Gillette
Los Angeles—B. C. Fischer
Sacramento—W. D. Young
San Francisco—M. E. Pinney, Harvey
A. Allen (Automobile Dept.)
C. C. Trowbridge, R. R. Sheldon
Salt Lake City—D. G. Kenning

Phoenix, London

San Francisco—Fred H. Elster
Willard T. Lovell, Supt. Auto
Department
D. A. Barry
Portland—B. W. Jones
Seattle—C. A. Craft
Helena—R. M. Carr
Los Angeles—W. K. Chetwood
B. J. Kellner

Royal, Queen and Newark

San Francisco—F. M. Gilcrest
J. B. Walden, Fred. H. Farr
R. S. Folger, R. W. Guthrie
W. H. Ticknor, J. G. Rourke
Fresno—E. P. Eldred
Los Angeles—J. K. Urnston
F. J. Perry, J. H. Martin
Sacramento—D. L. Stewart
Portland—C. D. Gabrielson
Seattle—Matt B. Evans
Spokane—J. H. Banks
Butte, Mont.—Wyatt M. Paine
Phoenix, Ariz.—Philip C. Keating

E. E. Potter & Sons

San Francisco—T. S. Torrey, Agency
Manager, R. H. Davis
Los Angeles—C. H. Gatchel
Portland—E. A. Parsons
Spokane—C. R. Kerns

Selbach & Deans

San Francisco—G. A. Davies
Los Angeles—R. L. McCulloch
Seattle—C. M. Rupe
Spokane—A. S. Heatfield
Billings, Mont.—C. C. Price

Springfield

San Francisco—Geo. C. Coddling
Frank H. Young,
Los Angeles—J. E. Crandall
Ralph G. Stich
Seattle—C. H. Anderson
Portland—W. L. Haruan
Butte—Hugh C. Dunn
Salt Lake—C. L. Spear

**Scottish Union & National and
State Assurance**

San Francisco—J. H. Fuller
Rollin M. Kelley
Los Angeles—Chas. Niemann
Tacoma—Fred W. Gaston
Spokane—C. R. Kerns
Denver—J. L. Reams

Geo. H. Tyson

San Francisco—Edmund K. Lower
L. F. Kels y, D. E. Beard
J. B. Hatcher, K. R. Lainer
Los Angeles—J. C. Howard, Gen
eral Adjuster
A. A. Adams
Sacramento—E. F. Hewit
Seattle—W. T. Burwell
W. H. Maloy
Spokane—Wallace L. Atkinson
Billings—Gilman L. Camp
Salt Lake City—W. E. Tracy
Fresno—Geo. N. Cusick
Portland—I. S. Watson

Vulcan Fire

San Francisco—J. J. Clayton
C. S. Smith
Los Angeles—Orho N. Hall
Butte—O. R. Indahl

Willard O. Wayman

San Francisco—W. W. Cleveland
Chas. Harris, Agency Supts
E. P. Caine, Jno. A. Faull,
H. S. Landon
Los Angeles—Oscar Umnaek
Seattle—L. G. Feyen
Denver—Robt. E. Wallace
Spokane—Harrison Latham

**Westera, British America, and
Firemen's Underwriters**

Los Angeles—Victor E. Dawson
Seattle—Chas. H. Templin
San Francisco—William L. Brown

Watson & Taylor

San Francisco—E. F. Griffen
Los Angeles—Geo. O. Rhorer

—Apparently American money in Hawaii is worth about 10 cents on the 100. Steve-

dores are paid \$4 an hour. Insurers must pay big prices for any needed ship repairs

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT	WESTCHESTER
FIRE INSURANCE CO.	FIRE INSURANCE CO.
OF	OF
HARTFORD	NEW YORK
ESTABLISHED 1850	ESTABLISHED 1837

FRED'K S. DICK and HARRY L. SIMPSON,
MANAGERS

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

150 Sansome Street. : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

FIRE

In an address last month, at Chicago, Pres. Stewart of the National Fire Prevention Association said "We are losing the war against Fire." We

must appeal more to patriotism. Electricity is now the chief cause of fire loss in this country.

Fire losses for the half year have increased. Have premiums increased?



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Arthur D. Murphy, a general casualty agent at Columbus, O., was a defaulter to the sad tune of \$10,000. He "made" for California. In this state he collected his pension money once too often, and was caught at Fresno.

Four years penitence in Ohio.


At last the National Board has come round to the Coast Review's idea that our national fire loss exceeds \$3 per capita.

Montreal.—Our Bolshevik convention adopted as socialistic resolutions as it dared to, and adjourned without killing anybody. But it twisted the Lion's tail and tread on Uncle Sam's corns.

Alameda, Cal., firemen are now paid \$140 a month. And school-teachers?

In Great Britain the Eagle, Star and B. D. is non-tariff (non-board)

ARE YOU PLEASED?
IF NOT, SEE
US
POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE Co.
OF CALIFORNIA
"THE DURABLE"
MERCHANTS NATIONAL BANK BLDG.,
LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire Riot and Civil Commotion and
Sprinkler Leakage

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO (INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

The Japanese panic shook that empire of 45,000,000 to its financial foundations, and caused a price slump. Some folks fear similar breaks on this continent.

Two airplanes travelling in exhibition battle formation over Fort Bragg, Cal., col-

lided at 900 feet high. One plane broke into flames and crashed to earth. Three aviators were killed. The other plane safely glided to earth, with a broken wing.

The New Woman is demanding half the political jobs and will get more.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager
HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

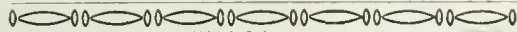
A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

*Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson, San Francisco:—T. B. Clarke,
W. T. Booth, Los Angeles:—Wm. C. Carlyn, Helena:—Edwin Pendrey*

*TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands*

Insurance Placed Anywhere in the United States and Dominion of Canada



**VULCAN FIRE
Insurance Company**

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . . 920,574 63
Cash, Bonds and
Secured Loans, 1,349,594 02
Other Assets, 177,129 00
Total Assets, 1,526,723 02
J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco
ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER



—The Federal Trade Commission has under consideration this month eight new complaints of false and misleading advertising. The list includes no insurance company.

***Life Policy Buyers
Are Invited***

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

*of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts*

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE**EXPLOSION****AUTOMOBILE**

FIRE ASSOCIATION OF PHILADELPHIA VICTORY INSURANCE COMPANY PHILADELPHIA UNDERWRITERS

Pacific Coast Department: 204 - 214 Pine Street, - San Francisco

F. M. AVERY, Manager C. L. BARSOTTI, Asst. Manager

**Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco; GEO. F. STANIFORD, Los Angeles;
SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.**

**N. IRVING WINTERBURN,
Supt. City Department**

**CLEVE J. THOMSON,
Supt. Automobile Dept.**

In the Early '70s

FIRE

Among companies in California in 1865 were:

Ætna, Hartford Fire, Phoenix of Hartford, City Fire of New Haven and the Connecticut, London and Liverpool, Royal.

Artic of N. Y., Atlantic of Brooklyn, Continental, Home of New York.

Market, Niagara, Phenix of Brooklyn, Security of New York, London & Lancashire.

Mention made in press of Fireman's Fund, Pacific, California Home, Occidental, Union, and Home Mutual companies. Also mention of W. H. Tellinghast, agent of the North British; C. T. Hopkins, secretary of the California, and John Landers, agent of the Niagara. The latter is now living in San Francisco.

The New York Underwriters Agency was composed of Germania, Republic, Niagara and Hanover. Average rate of premiums less than half of one percent.

Among the fire companies represented in San Francisco were: Ætna, Edw. H. Parker; Hartford, Bigelow Bros.; Hamburg Bremen, Morris Speyer; Imperial, Falkner, Bell & Co.; Liverpool & London, Wm. B. Johnston; London & Lancashire Fire, J. Lowenheim & Co.; North British & Mercantile, Wm. H. Tellinghast; Phoenix, R. H. Magill.

Life

The British Prudential wrote \$111,598,210 new ordinary last year, a gain of nearly 70 percent. Average policy was about \$900.

The more you can tell a man out of your head, the more he will think you have in it. Keep your book in your pocket and lean on your brain.

Don't envy a big producer. Use your head and be one.

Risk nothing on tomorrow. Tomorrow is a stranger and perhaps will be a grouch.

You can starve with your mind full of selling ideas if you don't go out and swap them.

Men who sell \$1,000 policies are not selling life insurance. They are selling funeral benefits.

If there were more agents with warm hearts, there would be fewer prospects with cold shoulders.—Equitable News.

C. A. Reed, agency manager at Los Angeles, Calif., for the Bankers Life of Des Moines, announces a change in the agency management, by which M. M. McConaughy becomes his partner in the leadership of the agency. Mr. McConaughy took active charge of the field work beginning June 1. Mr. Reed has fixed \$5,000,000 as the production quota of the agency for the year.

In this country there should be an organization of Home Owners. It would be safe and sane in politics and a check to organized radicals.

THE SPIRIT OF THE WEST IS THE SPIRIT OF WEST COAST SERVICE

“WITHOUT A VISION THE PEOPLE PERISH”

The high ideals for which the West Coast Life stands are inspired by a vision of the attainment of concrete results that is being rapidly realized in the successful building of a big Western company.

Insurance in force over \$40,000,000

Assets over 4,800,000

West Coast agents share in the opportunities for development that are a feature of the substantial growth of the Company, and the chances for advancement are limited only by the measure of ability and ambition possessed by the individual.

CHAS. W. HIELSER, Vice-President

376 Pine Street,

West Coast Building,

San Francisco

For Sale at the Coast Review Office Only

“FIRE INSURANCE”

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

<i>Strong Paper Cover,</i>	.	.	<i>One Dollar</i>
<i>Flexible Cloth Cover,</i>	.	.	<i>One-Fifty</i>
<i>Red Pegmoid Cover,</i>	.	.	<i>One-Seventy-Five</i>

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

EXCLUSIVE WORKING RIGHTS and STRONG HELPING PLAN

*in a rich and prosperous district, are available to a life insurance salesman, **Who is a Salesman**, as a representative of a **strong mutual company**--*

ONE OF AMERICA'S GREATEST

Write X. Y. Z., Care of this paper

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., LTD.

QUEENSLAND INSURANCE CO., LTD.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Aircraft

Los Angeles county supervisors have made a department of aircraft. Pilots will be examined and licensed. Visitors must

take out licenses. An aircraft "cop" has been appointed to enforce the rules.

We keep this head standing: Texas has a New Life Company.

British Columbia. — The Palatine has begun writing in this province, with A. W. Ross as branch manager at Vancouver.

Canada will tax unlicensed business premiums.

A poll tax caused the Watt Tyler rebellion in England.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,066,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation Automobile Liability, and all other Liability Lines
---	---	---

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid;
\$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

First Steamboat

The first steamboat was invented by John Fitch, a Pennsylvanian. He placed a steam engine in a long row-boat. Ordinary oars were vertically attached to a frame so as to swing forward and backward and outward with bars driven by the engine. This was in 1786. On July 27 Fitch made a trial trip up and down the Delaware. It was a success. Speed, 8 miles an hour. A better boat was built. It ran all summer, but the new venture did not pay. A paddle wheel did not occur to the inventor. Yet water wheels had been in use for centuries. A Scotchman a few years later perfected a steamboat which made a few trips but was not commercially successful.

A monument to this inventor was erected and now stands on the bank of the stream where his steamboat demonstrated the possibilities of such craft. Robert Fulton, also a Pennsylvanian, built the first successful steamboat. There is no monument to John Fitch. Pennsylvanians should be ashamed!

Here are some unusual names in court: Sapp, Groover, Coon, Skunk.

The National Benefit Assurance of London has entered New York to do a marine business in this country, as announced in our May 27 issue.

The Maryland Assurance is reinsuring its accident and health business.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

**Fire — Lightning — Tornado
Automobile — Sprinkler Leakage**

**North American Branch:
Hartford, Conn.**

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
for Montana, East'n Washington and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
201 Sansome Street**

Agents Wanted

**Special or Local Agents or
Clerks or News Men**

**Can Make a Tidy Bit by
Soliciting Subscriptions**

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

***This is Cash Work and
a Bonus***

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

ITEMS

Letter from London in Insurance and Finance Review says weather insurance has taken on a big new development during the past few weeks. The business is to be made more scientific as to average rainfall in districts, with rates accordingly.

Thin people slip through many ills.

Guardian of minors need not be of same religious persuasion as parent. For "the welfare of the child must remain the primary consideration to which all other questions must yield." So rules Pennsylvania supreme court.

Insuring against prohibition in England, at 50 cents a \$100.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus \$1,733,616.00

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

EDWARD BROWN & SONS
GENERAL AGENTS

202 - 204 Sansome St., - SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON

Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

Names

King, Kaiser, Duke, Earl, Lord,
Laird, Count, Knight.

Coffee, Coffey, Coffin.

Benjamin, Jacob, Joel.

Key, Keyes, Off, Orr, Peart.

Day, Night, Morning, Noon, Mor-
row, Goodnight.

Luckey, Booz, Kidd, Kidder, Hops,
Hopper, Hell, Heller, Beaddle, Bid-
dle, Butt.

Many of us are "shorter" than we
were, but here is a man named Shorter.

Stables, Staples.

Gay, Joily, Joy.

Next month Dr. W. A. Jaquith
leaves the Prudential to become medi-
cal director of the National Life of
U. S. A.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

*Of all kinds at very low rates.
Employers Liability Policies in-
demnifying employers against
claims for accidents to employees.
Individual, Fidelity Bonds and
Accident Policies. Workmen's
Benefit Policies. Vehicle Insur-
ance. General Liability Policies
on buildings. Elevator insurance.*

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

211 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

Unsatisfactory Post Office Service

Complaints cover not only great delay in second-class delivery but gross neglect and failure to deliver third-class matter. It was reported that a short time ago the New York Post Office had on hand 80,000 bags of undelivered mail which had to be placed in a warehouse until it could be forwarded. Warehouses were said to be maintained in numerous western terminals such as Omaha, Kansas City, St. Louis, Chicago, etc., for the storage of third-class mail. Delivery of local third-class mail was reported 22 days late. In one case where 1,600,000 pieces of third-class were mailed for delivery throughout the country, beginning February 17th, only 25 percent were reported delivered over two months later.

The National Publishers Association is conducting a country-wide investigation in this matter.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

Manila as a port is constantly growing in spite of the inadequate facilities which obtain there. This is shown by the fact that the amount of cargo handled at the port for the past year is 16,080 tons more than that of 1918. Cargo amounting to 340,740 tons, not including shipside delivery, was handled last year at the various government piers and customs wharfs as compared with only 324,660 tons the previous year. Steamers and other vessels numbering 651, including boats in the foreign and coastwise trade and vessels belonging to the insular government and army and navy of the United States, berthed at the piers last year as compared with only 496 in 1918.

MARINE

"Vessels owned on the Pacific Coast," now known as the "Fireman's Fund Register," issued annually by the Fireman's Fund Insurance Company, is now ready for distribution and may be obtained free of charge at the head office, or at any marine agency of the company. The book contains a complete list of vessels documented on the Pacific Coast of the United States and Hawaiian Islands and is a general handbook for ship-owners and masters, as well as for any one who is interested in ships or marine affairs.

Pilfering of cargoes has increased the world over, and is now a baffling art. Marine losses are seriously increased thereby. "The war did it." Marine underwriters in New York now propose that policies shall not cover "theft and or pilferage and or short delivery, except that for an additional premium for each hazard a liability of 75 percent of the insured value of goods lost will be assumed."

Weekly Underwriter: It begins to look like a real market at New York when, as was done a few days ago, \$1,500,000 can be written on a single vessel without going out of that city.

AUTOMOBILE

Automobile premiums in British Columbia in 1919 were \$293,094, with \$142,563 losses paid, as published, by companies, in British Columbia Financial Times of June 19.

LIFE

False statement in either health or life application, as to medical attendance, voids policy. 127 N. E. R. 315.

The Travelers will have \$7,500,000 capital in a few weeks.

FIRE

The Boston Insurance Library Bulletin of April discusses Rates and Rate Making in the United States, which began with the separation of building risks into brick and timber, and of roofs into combustible and incombustible, which was simple indeed.

In the list of books is first the Aetna's book of rates, classes of hazards and rules and regulations, for use of agents. It was issued in 1853.

Many years ago the president of a Cincinnati fire company said in the Price Current's insurance column that the mutual plan of fire insurance was ideally the best and might some day prove practicable.

SAMPLE INQUIRY COUPON

United Protective Society

San Francisco

Give me information as to

- Ins. Company
1. General Reputation
 2. Reputation as to Litigation
 3. Loss-paying Funds and Per Cent
 4. Is its Reinsurance at all probable?
 5. Is it authorized in this State?
 6. Is it likely to Withdraw soon?
 7. Is its Progress Healthy and Safe?
 8. Is it making Money?

Fattest men live shortest.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS INSURANCE COMPANY

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

JUNE

A Useful Publication

In its 49th year

Capital Stock

The capital stock of a corporation and the shares into which such stock may be divided and held by individual shareholders are two distinct pieces of property. The capital stock and the shares of stock in the hands of the shareholders may both be taxed, and is not double taxation.—*Bank v. Tenn.*, 161 U. S. 146.

Capital stock usually represents cash paid in, or services rendered, or a premium on bonds purchased. An honest product, it represents real values on which the corporation pays taxes. It is not the property of the corporation but neither are the bonds nor the values which they represent nor excess values, since they, in the final analysis, belong to the bondholders and the stockholders. Corporations pay taxes on all real values, and more still. Sometimes the tax on stock is a bar on profits; and the tax at the source and also a tax on the holder is surely double taxation and possibly treble taxation.

States have laws exempting taxation on stock of state held by people of state; this exemption being to encourage the investment of capital in local corporations.

If state collects taxes on stock and the town and county collects a tax from the individual holder too, the total would be large. The corporation must tax the consumer, and the stockholder must conceal his stock or sell it or be content with less than the savings banks pay, and run greater risk of loss of investment.

Phillipines

One company manufactures asbestos paint for fire-proofing building. The asbestos material is ground to the fineness of talcum powder, then non-inflammable oil and coloring matter are added and the whole mixture ground together again to the fineness of talcum. The paint thus made can be thinned to the consistency desired and used like ordinary paint. Before the asbestos is ground it is heated to 1500 to 2000 degrees to destroy foreign substances. Asbestos cannot be burned; it endures 3600 deg. F. without loss.

The Phillipine Islands have a mild tropical climate. Even during the hottest months Manila is favored with a sea breeze. The average temperature during the past thirty years has been 80 degrees. Sunstrokes are unknown.

Last summer tomatoes were a dollar a big box retail in San Francisco and only 25 cents a box on farms 40 miles away. Yet tomatoes are now selling at 20 cts a quart can. Formerly the cans were 3 for 25 cts.

No inheritance tax and no income tax ever reduces other taxes.

In peace the children bury the fathers, but in war the fathers bury their children.—Herodotus.

China is composed of more "nations" than all Europe.

Volume 96
Number 7

JULY
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

San Francisco—122 Halleck Street

Telephone Sutter 1732

The Only **INSURANCE** Journal in the Pacific West

Insurance Publishing Co., Publishers

Anti-Discrimination Referendum Petition in California Withdrawn

More Unstable Strata in California

Special Agent Killed in Elevator Accident

Pacific Mutual's New Non-Cancellable Disability Income Policy

Will the New York Giants Consolidate ?

New Life Business Falling Off?

Notable Increase in Coast Fire Losses

Metropolitan President's Convention of Field Men

Unusually Interesting Court Decisions

Three Letters

Over 6 Billion American Life Assets

A Sample of Fraternal Life Insurance

Competition of the Lower Raters

Northern Life Excursion to San Francisco

Frazier Appointed Assistant Manager of the Goodwin Agency

West Coast Life's New Income Contract for Agents

Field Men's Notes

Circulating Extensively in all the
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Price 25 Cents
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The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65

Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

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GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

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OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND TENTH YEAR

SUN **INSURANCE OFFICE** **OF LONDON** *FOUNDED IN 1710*

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN **FIRE and MARINE** **INSURANCE COMPANY**

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC **ASSURANCE CO. Ltd** **OF DUBLIN, IRELAND**

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

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SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

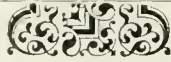
AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00

ON April 1, 1907, after settlement of its San Francisco conflagration losses, the Fireman's Fund Insurance Company was rehabilitated with gross assets of \$5,300,000, reserve \$2,700,000, net surplus \$550,000, and policyholders' surplus \$2,150,000.

On April 1, 1920, with the increase in capital stock fully paid, the company has gross assets of \$22,500,000, reserve \$10,000,000 net surplus \$6,000,000, and policyholders' surplus \$9,000,000.

FIRE



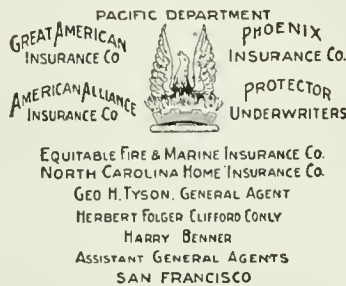
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



CHAS. A. HULME, MARINE BRANCH MANAGER

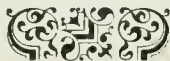
PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
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Coast Review's Agency
UNITED PROTECTIVE SOCIETY
 (NOT AN INSURANCE SOCIETY)

NEW YORK

SAN FRANCISCO

CHICAGO

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There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
 Towns, Villages and Hamlets on this Coast

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122 Halleck Street,

San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00

Net Surplus, 414,251 03

Total Assets, 1,579,366 87

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W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

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**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

**Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
Explosion, Plate Glass, Fidelity and Surety Bond**

INSURANCE

LONDON & LANCASHIRE FIRE INSURANCE CO., Ltd. **OF LIVERPOOL, Eng.**
Incorporated 1861

ORIENT INSURANCE CO., of Hartford, Conn. Incorporated 1867

LAW UNION & ROCK INSURANCE CO., Ltd. **OF LONDON—Founded 1806**

LONDON & LANCASHIRE INDEMNITY CO., of America

Organized Under the Laws of the State of New York—Incorporated January, 1915

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GEO. ORMOND SMITH, Agency Supt., San Francisco

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CHARLES A. PREVOST, Superintendent

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - San Francisco

BENJAMIN GOODWIN, Manager

JOHN E. FRITSCHI and J. R. MACKAY, Asst. Manager.

Water Insurance

P. B. Cross, rice king of the Sacramento valley, has just taken out insurance in which his crop is protected against loss by reason of water or power shortage. His policies cover 14,000 acres in the Provident district and 9500 in the Maxwell irrigation district.

Sacramento river is at the lowest stage ever known. It is eight feet lower than the June average.

AGENTS WANTED

Every advertiser in this Journal is guaranteed as worthy the confidence of Agents and Brokers. Applications for AGENCIES will be considered by the Companies or their Departmental or General Agency representatives, if a new Agency is to be established or if an old Agency is to be changed.

Write your application and state your experience, your qualifications, and about how much business you can give the Company.

Probably the field representative will call on the Applicant.

It may help the Applicant to mention the Coast Review; it won't hurt him anyway; that is, if he doesn't forget to.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

THE
Standard Accident
Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
 Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. P. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Spinach Poisoning

A woman worker in a Sacramento cannery was poisoned and disabled by spinach poisoning. She sued for disability damages. The State Industrial Accident Commission ruled that she was entitled to disability insurance compensation to the amount of two-thirds of her wages as long as the disability from spinach poisoning continued.

\$8,000,000 Deficit

The Modern Woodmen of America had influenza losses amounting to \$6,732,000, and now it admits a deficit of more than \$8,000,000 incurred under fraternal insurance contracts at the former inadequate rates.

Federal Tax on Capital Stock

The capital stock tax applies to every corporation carrying on or doing business in the United States. The tax on domestic corporations is \$1 for each \$1000 of so much of the fair average value of its capital stock for the preceding year ended June 30 as is in excess of \$5000. Foreign corporations are required to pay a tax of \$1 for each \$1000 of the average amount of its capital employed in the transaction of its business in the United States during the preceding year, ended June 30, without the benefit of the \$5000 deduction.

Fire in the forest at the upper end of Yosemite Valley was quickly discovered and extinguished.

'THE LEADING FIRE INSURANCE COMPANY OF AMERICA.'

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$10,705,995.47

Surplus as to
Policyholders
\$15,705,995.00



Cash Assets Now
\$37,144,626.00

Losses Paid
in 100 Years
OVER

\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

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H. F. MILLS, Asst. General Agent

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MAIN OFFICE — 219-221 Sansome Street — SAN FRANCISCO

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(This Company has absolutely NO connection with any other corporation bearing the name AETNA)

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920, \$50 590.485 33

Surplus to Policyholders, 18,128,807 40

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

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Butte—CHAS. E. MILLER, Billings—C. S. ABBOTT, Fresno—W. W. GROVE,

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JULY, 1920

The Coast Review

INSURANCE

Subscription, \$3 a Year

In the 48th Year

Foreign, \$3.50

Volume 97

San Francisco, California, U. S. A.

Number seven

Entered at San Francisco Postoffice as second-class mail matter

It is better to be a can-ner than a cant-er; for the can-ner always wins on a canter.

o o o

Life men brag about increasing new business; but what if the new insurance on poor men's lives is not increasing? If life men, dazed by partnership, inheritance and group possibilities, neglect wage-earners fraternal or state insurance may do the business.

o o o

In a Brown Study—He: Shall I marry Miss Brown? She: About how much money has he?

o o o

The great Battle for the Postoffices will begin about September 1. Mud will flow like water.

o o o

Piety once meant pity.

o o o

Chemistry is making wonderful progress. Even in England they now say basic instead of basal when they are not talking of chemistry.

o o o

Underwriting history repeats itself. Recall some history and prepare.

o o o

A young man in Boston set fire to several hotels. Having paid the landlords' bills he doubtless thought he owned the hotels.

Personal accident business is now very profitable, with only 38 percent loss ratio. Everybody does not ride in automobiles.

o o o

We are to have a newspaper man as President, and from Ohio too. He will be the write man.

o o o

Can it be that the anti-Japanese agitation is responsible for some of the recent fires in California?

o o o

Is it too much to hope that some day we shall have for President at Washington an insurance man—or woman? One who will insure us against war and the high cost of living?

o o o

Freight rates are to be advanced 80 cts a ton, an increase of 28.5 per cent, to pay the \$600,000,000 increase of railway men's wages. This big sum is to be yearly added to the high cost of living. Your widow will need more life insurance money.

o o o

Young folks are deceived by appearances. Old folks, perhaps, by disappearances

o o o

Insurance problems multiply like rabbits.

o o o

Ill health is a penalty—not a necessity.

THE PEAK

It Seems to Have Been Reached—Prices Generally Are Not Advancing and Many Are Falling—Fires May Increase

There are signs that climbing prices have ascended to the peak and after a brief halt must descend. It is best that the descent be not too fast.

In respect to some things production has overtaken consumption. Manufacturers and wholesalers welcome buyers because they can fill orders.

No longer is there easy money for speculation. Buying has declined. Merchants show some concern and have set about decreasing their stocks. Bills must be met.

The reader has noted the announcements of twenty per cent reduction by big department stores in several cities in the Middle West. These announcements are significant of "peak" arrivals. In San Francisco and Oakland, with no "brass band" prelude, the principal merchants are cutting prices on nearly everything in stock. "People have ceased buying," said one merchant, "and we must make sales." Another said: "We believe that we are at the peak of prices and prudence therefore requires that nearly everything in stock should be sold promptly." And a department store manager said: "It is now easy to replace many articles, and that fact is a warning of the near approach of normal conditions. We are cutting war time prices."

With further credit refused and

obligations to be met, prices must fall; and no doubt many merchants, big and little, would not grieve deeply if an accidental fire introduces an insurance buyer and a big "fire sale."

Photographs of Loss Payment Checks

Life insurance solicitors find a photograph of a death claim payment check or a monthly income check a fine canvassing document. It is concrete and timely testimony which a sample policy hardly offers.

Why should not a fire office supply brokers and agents with photographs of a fire loss bank check? One paid in the town or in a neighboring town would be a good "ad" for the company and impress the receiver with the thought of fire danger.

Insurance President and Banker Robbed

The mansion of Joseph F. Carlston, president of the Vulcan Fire Insurance Company and the Central National Bank of Oakland, was entered by six masked and gloved robbers who seized and bound the servants and thrust them into clothes closets and then leisurely broke open a steel vault and abstracted Liberty bonds and jewelry. They also ransacked the entire house and cellars and motored off with silverware and large quantities of choice wines. The value of the stolen goods runs well up into the thousands. Mr. and Mrs. Carlston were visiting in Washington at the time of the banditry.

The bulk of Sacramento's fire hose is found to be leaky.

Fire Insurance in Court

Removal of Goods From One Compartment of a Building to Another Held Not to Violate Fire Policy

Where goods insured were located in a building divided into two compartments by a fire wall having automatic fire doors, the fact that the goods were moved from one compartment to the other, which act decreased the risk, held not to violate the terms of the policy.

Policy Construed in Favor of Insured

Where the language and terms of insurance policies are framed and formulated by the insurer, ambiguities therein are to be resolved in favor of insured.

Ambiguities in Policy as to Removal Cleared by Proofs

The ambiguities in a fire policy, insuring goods described as located in a brick building, etc., "situate in the rear of" a given street number, which policy was claimed to have been violated by removal of goods from one side of fire wall to the other, were cleared away by proofs showing that the building was a single brick structure, and that the goods at the time of insurance were not in the rear of such structure.

—

Appeal from supreme court of Los Angeles by defendant insurer. Judgment of lower court affirmed.

Policy covered auto supplies and sundries of merchandise in building at northeast corner of Flower and Twelfth streets, Los Angeles. Pol-

icy, California standard form.

Goods in single two-story brick, 80 by 155 feet, divided by brick fire wall through the middle thereof, constructed according to ordinance. Through this wall there were two automatic fire doors connecting the front and rear compartments of said building created by the construction of said fire wall.

The trial court found from these facts that the rear portion of the building in which said goods were stored at the time of their insurance did not constitute a separate building or addition, and could not be held to be in any sense a rear or detached building from the plaintiff's main structure, and the court therefore held that the provision of the policy above quoted must be construed as insuring the goods in question while they were contained in any portion of the plaintiff's said building, and hence that the plaintiff, under the terms of said policy, had a right to move and relocate said goods in any portion of its said building without violating the terms of said insurance policy. And the court further found that by the plaintiff's removal of the goods from the rear to the front room of its said building the risk or hazard was decreased. From these findings the trial court drew the conclusion that the plaintiff had not violated the terms of its insurance policy by the change in location of said goods in its said building, and rendered judgment accordingly in plaintiff's favor.

Any ambiguity in the language of the policy are to be resolved in

favor of the insured.

The ambiguities in the present policy were practically cleared away by the proofs in the case, which showed that the plaintiff's building was a single brick structure, and that the goods at the time of their insurance were not in the rear of such structure, as the uncertain terms of the policy would seem to indicate, but were actually within the plaintiff's said building at all times, and were simply moved from place to place therein for the convenience of the plaintiff's business. This being so, the court is of the opinion that the trial court correctly held that the terms of the plaintiff's policy were not violated by the removal of the goods in question from one part of plaintiff's building to another.—*Greer-Robbins Co. v. Ins. Co. of Pennsylvania*, California S. C. 190 Pacific Reporter 187, July 12, 1920.

Entire Contract May Be Oral, Though Application Written

An insurance contract may be entirely oral and is not objectionable as varying the terms of the written application for insurance.

Distribution Among Items of Property at Insured's Request Held Not a Counter Offer

Where an applicant for fire insurance covering a cotton gin agreed with a soliciting agent that the company should distribute the insurance in the policy among various items

of property particularly described therein, and the company did so and sent the policy to the applicant, such apportionment, if fairly made, could not, especially upon insurer's insistence, prevent the policy from being an acceptance instead of a counter offer to insure.

Retention of Fire Policy Without Opposition Beyond Reasonable Time Held Acceptance

Where a fire insurance policy was delivered to insured for his acceptance, as insurer claimed, and was retained by insured without objection beyond a reasonable time, such retention constituted an acceptance of the policy, even if the policy be construed to constitute a counter offer and not an acceptance of an offer contained in the application for insurance.

Payment of First Premium Waived by Unconditional Delivery of Policy

Unconditional delivery of a policy, by its terms requiring payment of the premium as a condition precedent to its taking effect, is sufficient to constitute a waiver of such term; it being presumed from such delivery that the insurer intended to extend at least a temporary credit to insured.

Delivery of Policy Held Not Made Conditional by Agreement to Return Policy if Not Satisfactory

Where a fire insurance policy was delivered to insured on condition that it should be promptly returned

if not satisfactory, with bill for premium inclosed with request for remittance if the policy was satisfactory, the condition was not one of payment and did not have the effect of making the delivery of the policy conditional.—Gimmers' Mut. Underw. v. Fisher, Tex. C. C. A. 222 S. W. Reporter 285, July 14, 1920.

Statute, Making Breach of Immaterial Provision of Fire Policy no Defense, Held Inapplicable to Provisions Material to the Risk

Acts 33d Leg. (1913) c. 105, providing that a breach of an immaterial provision of fire policy shall not invalidate policy or constitute a defense to a suit for loss thereon unless it contributed to bring about the destruction of the property, held not applicable to a breach of those provisions which are material to the risk, but a violation of which could not, from their very nature, contribute to bring about the destruction of the property.

Additional Insurance in Excess of That Allowed Held a Good Defense

The taking out of additional insurance in excess of that allowed under a concurrent insurance clause, in violation of provision of fire policy making policy void if insured procured other insurance on the property covered by the policy, held a good defense in action on the policy, notwithstanding Acts 33d Leg. (1913), C. 105, making breach of an immaterial provision of policy not

contributing to bring about the destruction of the property no defense in action on policy, such statute having no application to breach of such provision of policy, it being material to the risk.—Aetna Ins. Co. v. Waco Co., Tex. C. A. 222 S. W. Rep. 217, July 14.

Statute as to Breach of Immaterial Provisions Not Applicable where Risk Is Affected.

Laws 1913, c. 105, providing that no breach of "any of the warranties, conditions or provisions" of any fire policy, or application therefor, shall constitute a defense to a suit for loss thereon unless the breach contributed to bring about destruction of the property, held to have reference only to immaterial provisions, the breach of which could in no way affect the merits of claims for losses under them, in view of Section 3 and the title of the act.

Statute held not applicable to the proof of loss clause of standard policy, the three-fourths value clause, the coinsurance clause, the incumbance clause, or any other clauses, the breach of which could not bring about a loss by fire.—McPherson v. Camden Fire, Tex. C. A. 222 S. W. Rep. 211, July 14.

Oral Agreements and Antecedent Writings Merge in Subsequent Written Contract

Oral agreements and antecedent writings forming a part of negotia-

tions for a contract become merged in the subsequent written contract, and are incompetent for the purpose of enlarging the scope of such written contract.

Where insurer and insured entered into an oral agreement for a policy covering a term of three years, "and then from year to year," etc., and the insurer delivered a policy for one year, which was accepted by insured and the premium paid, the policy executed and delivered constituted a contract between the parties, and the oral agreement was merged into it, and was incompetent as evidence to enlarge the scope of the written contract.

A contract of insurance usually takes effect immediately, whereas a contract to insure or to issue a policy takes effect at a future date. The distinction between the two classes of contracts is made clear in the cases cited on the brief of counsel for appellees. Judgment for defendant affirmed. *Harrower v. Ins. Co. North America*, Ark. S. C. 222 Southwestern Reporter 39, July 14.

Appointment of Receiver Who Takes Possession Is Not a "Change of Title or Possession" Within Forfeiture Laws

Where a policy provides that if any change takes place "in the interest, title or possession of the subject of insurance (except change of occupants without increase of hazard), whether by legal process or judgment, or by the voluntary act of the insured, or otherwise," the policy

shall be void, the judicial appointment of a receiver to administer the property, who takes actual possession of it, does not constitute a change of title or possession within the meaning of the forfeiture clause.

Receivers—Title to Property Remains in the Owner

Where a receiver acting under judicial appointment and direction takes possession of property entrusted to his care and management, his custody is more that of a temporary occupant or caretaker representing the court, whose officer he is, than of one entitled as of right to the possession. The title and beneficial right remain in the owner.

Change of Hazard

Whether the change of occupancy resulting from the receiver's assumption of control has increased the hazard is a question of fact to be determined in each case.

Change of Title—Transfer of Assets to Reorganized Corporation Is "Change of Title" Within Forfeiture Clause

If a new and different corporate entity is created by the reorganization, the transfer of assets from the original to the new company, without the consent of the insurer, is a "change of title" within the meaning of the forfeiture clause of the policy.—*Bowling v. Continental of N. Y.* 103 S. E. Reporter 285, July 3, 1920.

The Diesel engine ship can be operated at half the cost of the coal burner.

Gasoline Explosion Fire May Have Slumbered

Evidence tending to show that the fire was originally caused by an explosion of gasoline and that it was possible for a fire so caused to smoulder after apparently being extinguished and break out later, as happened, held sufficient to warrant the jury in finding that insured did not intentionally burn his house.

Doubt as to Plaintiff's Right to Insurance Does Not Jus- tify Refusal to Pay Any One

An insurance company cannot avoid the penalty for vexatious refusal to pay on the claim that they were in doubt whether plaintiff alone was entitled to the money, or whether his sons could share therein as their mother's heirs, where the company did not send blanks or proofs of loss as required by Rev. St. 1909, §§ 7028 and 7029, or manifest willingness to pay the estate of the former owner to whom the policy was originally made payable.—*Todd v. Security of N. H.* 221 S. W. Reporter 808, June 30, 1920.

Will Not Be Reversed— Reform Action

Where a bill for the reformation of a policy of insurance contains allegations sufficient to show an agreement to issue a policy and the payment by the insured and acceptance by the insurer of the premium and a waiver of the so-called title clause, and prayer for the reformation of the policy alleged to have

been issued and that the insurer be decreed to pay the loss alleged to have occurred under the policy, and for general relief, a decree granting relief in the matter of payment of the loss, where the evidence supports such phase of the decree, will not be reversed because the evidence does not show that the policy was actually issued, but will be affirmed upon the principle that, the evidence showing an agreement to issue such a policy of insurance, the complainant would have a right to specific performance and the enforcement of the policy so decreed to be issued. West, J., dissenting.—*Hanover Fire v. Hiers*, 605. 84 S. Reporter 605, July 3, 1920.

Miscellaneous Insurers in Court

Counter Offer of General Agent Upon Receipt of Ap- plication Called for Accept- ance or Rejection

Where an employer of labor applied to a local agent of an indemnity company for a renewal of an expiring policy of insurance, covering liability for injury to employes, stating that he wanted the insurance even though the premium might be more than \$15, and local agent in the application sent to the general agent inserted the premium as \$10, the amount of the premium the preceding year, and the general agent wrote employer that a \$15 minimum premium was required, and that employer should advise by return mail if such premium would be satisfactory, there was no contract of insurance until the employer accepted the

counter offer of the general agent, there being no meeting of minds.—*Western Indemnity v. Cal. Ind. Ac. Commission*. 190 P. Reporter 26, July 5, 1920.

Insured May "Remain Continuously and Strictly Within the House" Within Policy, Though He Takes Outdoor Exercise

Where a health policy provided benefits if the insured should by disease be compelled to "remain continuously and strictly within the house" under treatment of a regular physician, the fact that insured took air and exercise under direction of his physician will not preclude recovery, but insured cannot recover if the disease was one which required him to remain outside of the house rather than within it, the insurer having fixed the terms of the contract.—*Interstate Business Men's Acci. Ass'n, Ark. S. C.* 222 S. W. 51, July 14, 1920.

Burglary Policy not Invalidated by Removal of Iron Shutters Under Orders of Municipal Authorities

Where policy against burglary provided that it should become void "if the condition or circumstances of the risk are changed without the written consent of the company," the policy did not become ipso facto void upon removal of iron shutters of premises occupied by insured, by insured's landlord, under the direction of public authorities.

Insured was not required to give insurer notice of the removal of iron shutters by insured's landlord under orders of municipal authorities without participation therein by insured.—*Zivitz v. Maryland Casualty*. 182 New York Supp. 321, June 28, 1920.

Burning Building Liability

Insurer could not be held liable under accident policy insuring against death "by reason and in consequence of the burning of a building while the beneficiary is therein," in absence of proof that the injuries which caused insured's death were caused by the burning of the whole or a part of the building.

Evidence

In action on insuring against death "by reason and in consequence of the burning of a building while the beneficiary is therein," evidence that beneficiary's clothes caught on fire while within the building, and that there had been a fire in the kitchen of such building, which had resulted merely in the burning of some of the contents of the room and the charring of wall paper and scorching of window frames, and which had been extinguished with hand extinguisher by fire department in a few minutes, and that beneficiary had been cleaning gloves with gasoline at time of fire, held not to warrant inference that death was caused by burning of building. Three Justices dissenting. *Kreiss v. Aetna Life*, New York C. of A. 127 N. E. Reporter 481, June 29, 1920.

Clause in Accident Policy That It Should Not Cover Injury Resulting From Explosives Did Not Apply Only to Voluntary Exposure

Clause in policy, providing that it should not cover injury resulting wholly or partly from explosives of any kind, held not to apply only to voluntary exposure to explosives.

Injury Occasioned by "Wreckage" of Passenger Car and Not Explosion Causing Wreckage

Under policy, providing that it should not cover injury resulting from explosions, but should cover injury resulting from "wreckage" of a passenger car, where there was an explosion in toilet room, causing the walls thereof to burst and injure insured, who was sitting in the interior of the car, the injury was the result of the "wreckage" of the car and not of the explosion; the word "wreckage" implying that the car is a passive instrumentality, acted upon by some force which wrecks it.

Recovery Could Be Had Only on One Daily Ticket Accident Policy

Only recovery on one ticket policy could be had by a passenger, although he had purchased two daily ticket policies, which overlapped at the time of the injury, where the policies provided that "insurance on any person under ticket policies is limited," etc., naming the amount of the policy.

Wilson v. Travelers, Cal. S. C.

190 Pacific Reporter 366, July, 1920.

Though designated a bond, a

fidelity policy is an insurance policy.—127 N. E. 479.

Life Insurer in Court

Provision That Insured Be in "Sound Health Upon Date of Policy" Does Not Refer to Chronic Sickness

Where company has had a medical examination prior to accepting a risk, a provision that the insured must be in "sound health" on the date of the policy merely means that he has not become ill between the time of making his application and the time of the issuance of the policy, and has no application to chronic diseases that insured may have had at the time of his application and examination.

Condition as to Sound Health at Date of Policy May Be Waived by Acceptance of First Premium

The condition in a life insurance policy that no obligation is assumed by the company, unless on the date of the policy insured is in sound health, may be waived by delivery of the policy and acceptance of the premium by the company's agent with knowledge of insured's illness.

Incontestability Clause

A clause making a policy of insurance incontestable from date might be void as against public policy, if it could be held to exclude proof of fraud, but not if it was to be incontestable after a stated time not unreasonably short.—*Chinery v. Metropolitan Life, N. Y. S. C.* 182 N. Y. Supplement 555, July 20, 1920.

LIFE ASSETS

—

**Thirty-two American Life Companies
Report \$6,029,450,592 Assets and Only
2.59 Per Cent Surplus to Policyholders**

The Connecticut Life Report, just received, contains a table of totals of reporting American life companies. The number has ranged from 27 to 32 since 1895, and the admitted assets from \$1,138,661,726 to over six billions.

In 24 years the accumulations, mostly sinking funds, have gained nearly five billions, or over \$208,333,000 a year—savings capitalized and invested.

The greatest contributor to American transportation and prosperity is life insurance, which collects, invests and repays money which would otherwise be dissipated.

The proportion of gross surplus to admitted assets continues absurdly small. Less than 2.6 cents of every 100 cents of assets is hardly a safe margin these days.

—

Announcement was recently made that the custodian would dispose of a block of stock of the Niagara, belonging to a German reinsurance company. This ownership probably was the occasion of the report which reached us that this American company was controlled by a foreign company. We wrote to the president, telling him of this private information, and later published his emphatic denial in the "Coast Review."

—

Police records of Boston's safest Fourth in many years, the tamest ever according to daily papers, were enlivened by 322 arrests for drunkenness. The Bay State capital has been called one of the very driest of dry cities, and certainly Prohibition

enforcement has been tortuously thorough. But apparently when it comes to an emergency need for a celebration, it can be got. The drunken riot was not confined to the downtown region, but was spread generally about the city. Only \$300 in firecracker fire loss was incurred in the two days.—The Insurance Index.

—

Department store of Tighe-Breyfogle Co., Madera, Cal., damaged by night fire. Loss \$40,000. Fresno sent help.

—

The London & Provincial M. & G., entering U. S., is not the L. & P. which thirty-five years ago operated in San Francisco and New York. The "Journal of Commerce" blundered in saying so.

—

It is now asserted that certain glands of a monkey affixed to a man of 65 reduces his age to 35. How may this affect the job of an insurance official who automatically retires at age 65 because he is too old? The old age of monkeys is, say, ten years. Do the transplanted glands die at that age?

—

Brown—This country produces more windmills than all the rest of the world put together.

Jones—Naturally.—Coast Review.

—

General Agent J. W. Going's assistant at Los Angeles is H. J. Woessner, formerly of Chicago.

Nagging wife cannot be enjoined, says the Minnesota supreme court.

Pacific Mutual's New Non - Cancellable Disability Income Policy

This leading Western company originated and has just perfected the Non-Cancellable Disability Income Policy, "the last word in complete protection against every disability." \$1,000 a month for \$200 a year!

Agents and brokers and others who are at all interested should write to the company or to its department managers for complete information.

Doing Well Indeed, if Writing Twice as Much

Active insurance agents and solicitors have been increasing their incomes by increasing their writings. This they have been able to do by the need of doubling insurance carried to maintain former protection. This need still exists. Measured by actual values, as we have pointed out, it is doubtful if the vast amount of insurance written in every line is now more than it was before the war. Purchasing power is the measure of actual value.

The purchasing power of a dollar now, generally, is only half as much as in July of six years ago. The agent, broker, solicitor or company is writing less than half of the protection written six years ago if not writing more than twice as many dollars.

Are you doing well? Is your company doing well?

Home Rule

Mason—I have set my foot down and told my wife that we absolutely cannot afford a new car this year.

Lessor—That so? Let me know what kind you get.—Judge.

CHIPS

—John T. Beales, assistant manager of the Coast department of the National Union, has been made joint manager with Jay C. Wickler. Mr. Beales for a long time was with the North America office.

—We have disposed of our printing office to Thomas Henry Beatty, printer. Mr. Beatty has the reputation of being one of the very best of the high grade printers of this country. His specialty is high class color presswork. He takes our office and telephone number.

—The Coast Review will for the present have desk room only, on Halleck street.

He—That's a nice-looking chap you just spoke to. Is he a friend of yours?

She—Yes, indeed.

He—We'll ask him to join us.

She—Oh, this is so sudden! Didn't you know he's the new minister?—Williams Purple Cow.

Two California oil men struck oil in the asphaltum oil district of Tampico, Mexico, the largest in the world.

The arbitrator may sometimes be a traitor.

In 1888

In July Sanism and Calico, Cal., were nearly wiped out by fire; ditto Phoenix, Ariz., where the companies had canceled off because of bad fire protection.

Mercer Otey, Thos. A. Cook, D. S. Freman were special agents for the California.

In 1885

One hundred and ten American stock and mutual fire companies were being wound up.

REFERENDUM PETITION WILL NOT BE FILED IN CALIFORNIA

There has recently been in circulation in California a referendum petition for signatures, with many solicitors who were paid as high as 25 cents per name, and who, in later instances, offered to pay 10 cents to the signer. We are told that in Los Angeles booths were opened and every passerby solicited to sign.

Whatever the nature of the petition it was certain to receive the required 55,000 signatures.

As it happens, this initiative petition was for a law against "discrimination" in insurance, and if approved by the voters would have embarrassed the Board of Fire Underwriters in its work and would have been a death blow, possibly, to the local agency system. The companies were to be required to accept business from any agent or broker.

However, the authors of this objectionable measure have withdrawn the petition and the voters will not be asked to "bust the Board," as the papers would say.

For awhile the "people putting up the cash" were not known, and various names were mentioned as possible authors. We sent letters of inquiry, and promptly received positive denials from the Nevada Fire, Northwestern Mutual Fire and the Lumbermen's Exchange of Seattle.

Water waste in Boston is 1,000,000 gallons daily.

The report on Fresno, Cal., by Board engineers is on the whole favorable, though mention is made of poor water supply in some sections.

A federal court has just ruled that "participation in aeronautics" includes riding in a balloon or airplane as a passenger only.

California rice men stand to lose this year all their last year's profits.

Dallas warehouses at Atwater, Cal., burned.

Letter About the Quake in Los Angeles

Los Angeles, Cal., July 22, 1920.

E. H. BACON, Editor "Coast Review,"
122 Halleck St., San Francisco, Cal.

My dear Mr. Bacon:

We have your inquiry of the 21st inst. as to what effect the recent earthquake shocks here in Los Angeles had upon our Pacific Mutual Buildings. We beg to advise you that these shocks have had no effect whatever on our buildings and we have not learned that any building in the city sustained any damage. The shocks were of sufficient severity to throw down some loose articles from shelves in some instances, but that was the extent of the damage wrought so far as I have learned. Going about the city I have not seen any evidence of damage anywhere, not even to the extent of the throwing down of brick chimneys.

Judging from inquiries from the East, very exaggerated reports have gone abroad. I have lived here almost thirty years and while we have experienced occasional slight tremors I have not yet felt any that would need to occasion any alarm, although those of the recent weeks have been severer than any I have experienced in California heretofore.

I hope I have fully answered your inquiry.

Very truly yours,
C. I. D. MOORE, Secretary.

Life Policyholders' Pocket Index

The 1920 Life Insurance Policyholders' Pocket Index, by the Spectator Company, Chicago and New York, is just off the press. Price, manila cover, 50 cents.

About ten lines of figures per company—resources, reserves, liabilities and surplus; income and disbursements; amount written and in force. We observe that ordinary policies in amount range from \$1400 to \$2500.

So, the Insurance Buyers' Protective League, Los Angeles, "had nothing to do with the petition."

Nevada Fire Insurance Co.

Reno, Nev., July 14, 1920.

Coast Review, 122 Halleck St., San Francisco, Calif.

Gentlemen:

We beg to acknowledge receipt of your esteemed favor relative to the Anti-Discrimination Law which you mention. And in reply beg to assure you that our company is not in any way interested in its origin or support, and that you cannot deny too emphatically that our company has nothing to do whatsoever with it, and further we beg to state that if it be found that anyone that has any kind of a connection with our company, they are not receiving our support or sanction in their support of such a measure.

We are very sorry indeed to note that you state that our company is mentioned as probably being interested in this referendum measure, and this we deny most emphatically, and thank you very kindly indeed for any steps that you may take in setting forth our denial, and thank you kindly for advising us, for we are today addressing a similar letter to Mr. Morhardt, secretary of the Board of Fire Underwriters, for we do not wish to have our company placed in a false light.

Again we thank you for your letter. We beg to remain,

Very truly yours,

ROBT. CARLSON, Manager.

Northwestern Mutual Fire Association

Seattle, July 20, 1920.

Coast Review, 122 Halleck St., San Francisco, Calif.

Gentlemen:

Replying to your letter will say that I knew of the bill referred to though I have not seen a copy of it and cannot say who the author is.

Up to the present date it has always been our policy to take no part in legislation which affected only stock companies, except that on two different occasions in this state we assisted the

stock companies in legislation. Some new developments during the last few months, however, indicate that for our own protection it may be necessary to cast aside our former policy.

It has been represented to me that the purpose of the bill mentioned was to prevent the board from forcing all non-board companies from the state and not to put the board itself out of business. However, as I have not seen the bill I am not prepared to discuss it intelligently. I am sending for a copy.

Yours very truly,

F. J. MARTIN, President.

Seattle, July 20th, 1920.

Coast Review, 122 Halleck St., San Francisco, Calif.

Gentlemen:

* * * I may say in conclusion, that I am quite surprised that there should be a referendum petition circulated in the state of California for the purpose of putting the Board out of business, for regardless of what may be said of the Board of Underwriters by reason of their technical and, what I may take the liberty of saying, unbusinesslike policy from time to time, they have undoubtedly performed a great work for the citizens of California, and although the citizens have probably paid well for the service, at the same time they have received a service, and after all, one can not complain at paying the cost if reasonable return for the cost is made.

As far as we are concerned, we have had no hand in the circulating or financing of the measure. We have known nothing of it until we received your esteemed favor and had it come to our attention before this, we would undoubtedly have placed ourselves in a position for the maintenance of proper practice in insurance business, as we have always done in our endeavors at this office.

Yours very truly,

JAS. H. de VEUVE,

General Insurance Broker.

LIFE

**Life Policy Not Forfeited
for Non-Payment of Pre-
mium Where Insurer Had
Funds Belonging to In-
sured**

Where an insurer, on last day of grace for payment of \$19.88 quarterly premium on life policy, had in its hands \$20 belonging to insured as a benefit payable to him under a health policy issued by insurer, it cannot claim the life policy was forfeited for insured's failure to pay the quarterly premium; if insurer had in its possession funds belonging to insured derived from any source, it was its duty to appropriate and apply them to prevent forfeiture.

The undisputed evidence shows that Hardy was sick in August, 1917, and that his claim for \$20 sick benefits which had accrued under his health policy had been sent to the company long prior to October 3, 1917, when the premium was due. Yet the appellant delayed sending him the amount of the sick benefit until after November 3, 1917. If Hardy, after making claim for sick benefit, had directed the appellant that he desired the use of this amount for some other purpose than the payment of the premium on his life policy, then appellant would not have been warranted in appropriating the funds in its hands for the payment of the premium. But in the absence of such direction, appellant could not hold on to the funds of Hardy until the time for the payment of the premium had expired and then declare

a forfeiture for the non-payment of such premium. Since the payment of the premium was for Hardy's benefit, the presumption is that he would have consented thereto. But that matter is not left to presumption, for the undisputed proof here is that he desired to pay his premium and to continue his policy.

Hardy, on November 10, 1917, applied for reinstatement and remitted \$19.88. On that date he had not yet received the \$20 sick benefit which reached him on the 14th, and, of course, he could not know whether the company had allowed his claim for sick benefit and whether it had applied same for the payment of his premium. At the time Hardy receipted the company for the sick benefit fund, the company had not returned to him the \$19.88 which he had remitted to it. This remittance was not returned to Hardy until the 17th. So there was no interval from October 3, 1917, until November 14, when the company did not have money in its hands of Hardy's more than sufficient to have paid his premium.

The appellant, having kept in its hands money of the appellee until after time for the payment of Hardy's premium expired, will not be heard to say, in the absence of affirmative evidence to the contrary, that it had no right to use this money to pay the premium and thus prevent a forfeiture of Hardy's policy. In other words, the effect of the undisputed evidence is to show that the premium was paid.

The trial court was correct in so holding and in granting the prayer of appellee for a peremptory instruction in her favor. Although there is some difference in the facts, the case is ruled by the doctrine announced and the principles applied in *Union Central Life Ins. Co. v. Caldwell*, 68 Ark. 505, 58 S. W. 355, where we said:

"The doctrine does not arise out of the peculiar facts of any particular case. It does not depend upon contract, custom or course of dealing for its existence and potency. It has its origin in that fundamental principle of justice which will compel one who has funds in his hands belonging to another, which may be used, to use such funds, if at all, for the benefit, and not to the injury, of the owner; for his consent to the one, and dissent to the other, will be presumed. * * * These principles are founded upon reason and common fairness and honesty, and they will have application wherever it becomes necessary to prevent a forfeiture, which is favored neither at law nor in equity."

—*Reliance Life v. Hardy*, Ark. S. C. 222 S W. Reporter 12, July 14.

In 1900 G. F. Cromer of Los Angeles wrote for the "California Cultivator": "If every property holder in our country would make up his mind to adopt the co-operative method of fire insurance, in ten years from now there would not be a stock company in the United States."

This ax-grinder also wrote that "only 25 per cent of the premiums collected pay all fire losses and that 75 per cent is used for expenses."

When the Pacific Insurance Union was five years old it was attacked savagely by a prominent daily paper of San Fran-

cisco. But the Union lasted five years longer.

This Is a True Story

A young couple in Illinois married. Some time afterward the conscience-stricken husband confessed that he was blind in one perfectly good appearing eye.

The young wife was delighted.

"My dear," she said, "I have to make the same confession."

And they lived together happily ever afterward.

Physical Examination of Suspects

The supreme court of Iowa, in an opinion by Judge Weaver in *Wragg v. Griffin*, 170 Northwestern Reporter, 400, after determining that neither under the statute law nor under the rules of the board of health could a person merely suspected of having a venereal disease be compelled to submit to such an examination, says:

"Even when charged with the gravest of crimes, one cannot be compelled to give evidence against himself, nor can the state compel him to submit to a medical or surgical examination, the result of which may tend to convict him of a public offense; and, if there be any good reason why the same objections are not available in a proceeding which may subject him to ignominious restraint and public ostracism, it is at least a safe and salutary proposition to hold that, before the courts will uphold such an exercise of power, it must be authorized by a clear and definite expression of the legislative will."

Los Angeles Earth Quivers

In our last issue we noted the rather violent quake in Inglewood, eight miles southwest of Los Angeles on the railroad to Redondo Beach. The veneered-brick fronts of two-story buildings toppled into the street. This was a local bump.

Now the Associated Press reports four up and down disturbances in Los Angeles on July 16, at 10:10, 1:27, 1:29 and 6:13 p. m. Although referred to as severe, damages were light. "Felt like the sudden stoppage of a street car," says the despatch. Elevator cages rocked from north to south. Chiefly old buildings were slightly damaged.

The "Los Angeles Times" admits that plaster was cracked, a few chimneys fell, bricks toppled off firewalls, though laid in cement mortar as by ordinance required. Debris from a fallen chimney blocked the mouth of a tunnel; church towers were damaged, and the sight of a "blind" beggar was "miraculously" restored.

This quake was felt in Redlands, Santa Monica and Long Beach.

A rather sharp but harmless quake of ten seconds length occurred at 6:48 p. m. of July 19. These tapering quakes usually follow the main event.

On July 15th an earthquake swayed houses in the Black Hills, South Dakota. Was the quiver on its way southwest to Los Angeles and the sea?

Mexico's name should be changed to Mixamess.

Metropolitan Life Triennial Convention and Banquet in San Francisco—President Fiske Present—Large and Enthusiastic Attendance

The usual triennial conventions of the Metropolitan Life Insurance Co., delayed by epidemic conditions, have been held in Pacific West cities, and have received much kindly publicity from the general press.

The convention in San Francisco was the most successful yet held, in interest, practical service and enthusiastic attendance. President Fiske's talks compel steady attention and are inspiring to every agent and employee.

The convention closed with a dinner at the Fairmont hotel, in the gold room. Something like three hundred and fifty officials, superintendents, field men and guests were present.

The after dinner speaking, by officials and guests, was of high order and received prompt and prolonged applause. One of the best talks was by a lady guest, a doctor.

Moving pictures of some of the interiors of the home office hive, of the welfare work of the nurses, and of the company's famous tuberculosis sanatorium, "where 85 per cent of the patients are cured."

The great event of the evening was President Fiske's address. Epigrams, arguments, statistics, praise and encouragement poured forth, and received the earnest attention of the large audience. It was midnight when this happy convention adjourned.

California Insurance Reports

The California insurance department has issued Volumes I and II of the 1920 (52nd) annual report—fire and marine and life and fraternal.

We observe that the Farmers Mutual of Turlock had an income of \$6,249 and an outgo of \$9,986, the difference wiping out virtually all its assets.

We have previously published California mutual figures.

The county mutuals generally employ soliciting agents.

Agents appear to receive 20 per cent commission.

The San Bernardino county had \$13,273 income and \$14,027 outgo.

Life companies received \$32,824,685 ordinary premiums, a gain of \$6,000,000. Industrial premiums, \$4,106,342, a gain of about 10 per cent.

Field Men's Notes

How does "senior special" strike you as a title?

A former Coast special, E. A. Rowe, has gone to Shanghai, with the American Asiatic Underwriters.

The accidental death of C. W. Rhorer of the London Assurance staff at Los Angeles is recorded elsewhere.

At Denver, for Edward Brown & Sons, W. H. Jardine succeeds H. G. Doyle; at San Francisco R. N. Loucks, Jr., succeeds R. S. Shaw; at Spokane F. C. Vincent has been added.

Manager Alverson has added Clifford L. King to his agency field staff at Portland.

For the California, Earl A. Jaensch has been transferred from Salt Lake to Great Falls, Mont., succeeding Fred E. Weatherwax. N. W. Clayton, Jr., succeeds, at Salt Lake, being transferred from Los Angeles, at which city he is succeeded by Harry H. Jones. A. W. Lindsay, assistant secretary of the company, will have his headquarters at Seattle, with Washington and northern Idaho as territory.

For the Connecticut and Westchester, F. W. Cardwell has been added at Los Angeles.

For the Phoenix Assurance, Geo. A. Cleary succeeds F. H. Elster at San Francisco. John Perry succeeds C. A. Craft at Seattle. Ray H. Wood succeeds R. M. Carr, with headquarters transferred from Helena to Salt Lake.

In 1888

S. I. Allard was an adjuster for the California.

Accidental Death of C. W. Rhorer at Los Angeles—Crushed in Elevator

Special Agent Rhorer of the London Assurance office, who traveled in southern California, died as the result of an elevator accident in Los Angeles, July 15. Just as Mr. Rhorer hurriedly stepped into an elevator cage in the Union Oil building the operator started down. The unfortunate man was caught and injured so badly that death soon relieved him from his sufferings. The elevator operator was a woman.

Mr. Rhorer was formerly an employee of the Board of Fire Underwriters of the Pacific and was a very capable insurance man.

Automobile

Returning from the New York session of the National Automobile Underwriters Conference, Assistant Secretary Wright, head of the Fireman's Fund's automobile department, says:

"The new organization on the Pacific Coast, which will be known as the Local Conference of the Pacific Coast Territory, will be stronger than the old Pacific Coast Automobile Underwriters Conference. Penalties for violations of the rules of the conference can be better enforced, and companies that evade the rules can no longer excuse themselves on the grounds of ignorance, or the mistakes of subordinates, because representation on the National Conference will be by companies, with either a president or vice-president as the representative of the respective company members."

It is only just that we should publish all rumors which seem to have some grains of truth.

City of Okhotsk, Siberia, fishing district burned; fired by Bolsheviks. Loss 2,000,000 something.

Pessimism is but poor health.

SUN INSURANCE OFFICE

Oldest Insurance Company in the World Is Growing and Prosperous—Premiums Made a Handsome Gain Last Year, and Total Resources Now Exceed Thirty-Three Millions.

The great war, the readjustment period, and the conflagrations in which the company was interested, do not seem to have had any adverse effect on the annual exhibits made by that double centenarian the Sun Insurance Office of London. Dividends have been paid as usual, and assets and premiums have been increased regularly.

The Sun is in its 211th year and is therefore the oldest insurance company in the world. It has hitherto written fire business only, but, it is announced, is now preparing to write marine risks also, as other large British companies are doing.

The total resources of the Sun, as shown in the annual statement, are now \$33,435,890, including the guaranteed capital also. This is a gain of nearly a million dollars.

The total cash assets are \$23,739,890; the surplus is \$13,938,241.

Net premiums in 1919 were \$11,873,456, a gain of some \$870,000.

Reinsurance reserve was increased and outstanding losses were decreased. Investments in government securities wherever the company does business were increased over \$1,651,000. Such securities are the best in the world.

The United States branch has \$6,287,138 invested in this country, and nearly a fourth of this sum is surplus. Gain in premiums was over 11 per cent.

The Pacific department, under General Agent C. A. Henry, made a fine gain in premiums, and had only 32.6 percent losses. This department has a uniformly favorable loss experience. The office wrote a total of \$705,822 premiums, with 33.9 percent losses, in the past year.

Overheard

"The more money they make the more stingy they are."

"Any man will succeed if he has brains—and uses them."

"The birthrate in California is falling off, I see by the papers. I told you that would be the effect of woman suffrage and manly ladies."

Teotihuacan presents us new and convincing evidence that our American Indians are of Chinese origin. Recent excavations of buried pyramids disclosed ancient Chinese architecture and inscriptions. Now some of my friends from New England, New York, Virginia and Ohio will not be so proud of their Indian blood.

The festive firecracker was responsible for sixty-four alarms in San Francisco on Sunday, July 4, though contrary to the peace and dignity of the city, as by ordinance explained and penalized but not enforced. Fortunately the damage was light, or slight, as you please.

The associate members of the Fire Underwriters Association at San Francisco will have no lecture meetings until September.

The SUN is now in the 211th year of its Existence—It is the Only Insurance Company in the World that has Transacted Business Continuously for More Than Two Centuries

SUN INSURANCE OFFICE

OF LONDON

TWO HUNDRED AND ELEVENTH YEAR --- FOUNDED IN 1710

SUBSCRIBED and GUARANTEED CAPITAL . . . \$12,000,000

TOTAL RESOURCES, - - - - - \$33,435,890

Statement of the Condition and Affairs of the Company for the Year Ending Dec. 31, 1919

ASSETS

Railway and Other Stocks and Bonds	\$ 5,893,867
Mortgages	565,395
Government Securities	7,074,594
Real Estate Owned	4,554,960
Branch and Agency Balances and Due by Other Offices	3,725,099
Bills Receivable and Other Assets	125,307
Cash in Bank and on Hand	1,800,668

Total Cash Assets \$23,739,890

LIABILITIES

Reinsurance Reserve	\$ 5,936,728
Outstanding Losses	1,816,325
Due Other Offices	1,165,147
Branch and Agency Balances	201,321
All Other Liabilities	682,128

Total Liabilities \$9,801,649

SURPLUS \$13,938,241

INCOME

Net Premiums Received	11,873,456
Interest, Rents and Other Sources	614,350

Total Income \$12,487,806

EXPENDITURES

Losses Paid	\$ 5,551,273
Commissions, Expenses, Taxes, Etc.	5,925,880
Dividends	636,640

Total Expenditures \$12,113,793

PACIFIC DEPARTMENT — Embracing California, Nevada, Arizona, Utah, Oregon, Washington, Idaho, Montana, Hawaii, Alaska and Yukon Territory

CARL A. HENRY, General Agent

SUN BUILDING

Northwest Corner Sacramento and Sansome Sts., San Francisco

SPECIAL AGENTS—*San Francisco, J. N. Waters Los Angeles, James F. Boylan
Portland, E. R. Thompson Spokane, P. E. Gerould*



United States Continental Population

In the preceding decade the population of continental United States advanced from 76,000,000 to 92,000,000, a gain of 21 per cent, which was about the same percentage as in the decade before.

At this rate of growth the population should now be 111,300,000. But it is approximately only 105,000,000, or a 14 per cent gain instead of the expected 21.

How shall this decline in the increase be explained? Is it due to the great war? Only in part.

The population gain between 1860 and 1870 was about 23 per cent, though there were four years of civil war, of little immigration, of great loss of life by war and epidemics of cholera and yellow fever, and there was a falling off in marriages and births.

The number of Americans under arms was about the same in both wars.

The proportion of lost immigration to total population was about the same in both wars, we fancy. A country rent by four years' civil war, with paper money at a big discount, was not very inviting to the European immigrant.

Now we are not at war, but have a depreciated currency and high cost of living, two conditions which restrict marriages, the birth rate, and immigration. Moreover, for the first time there is emigration from this country. Great numbers of our foreign population are returning to their old homes.

We have 6,000,000 population less than we should have, less fire and life and accident insurance than we should have, because of the war, epidemics, a depreciated paper currency, the high cost of living, a decline in the per cent of marriages, a decline in the birth rate, a decline in immigration, an increase in emigration.

The great war called back to the British isles, Belgium, France, Italy, Austria, Germany and the Balkan lands a large total of patriotic foreigners residing in the United States. Our new sumptuary laws have also added to the emigration total.

The decreasing increase, the loss of six and a half million of the expected population, explains in part the acute labor shortage and the high cost of living. The labor shortage amounts to perhaps 2,000,000.

Manhattan Life

The Manhattan Life doubled its new business in the first half year, as compared with last year. Its policies have specially attractive features.

At Blue Rock Springs a soda water bottle exploded and a fragment of glass caused the proprietor to lose one eye.

Portland, Ore., had 112 traffic accidents in June.

The Insurance Federation of Oregon has elected David Atkinson president.

FIRES

—

Printing plant at Red Bluff, Cal., belonging to "Daily Sentinel." Lower story of brick. Loss \$3,000.

Arson charge at Los Angeles put two colored men, James and E. L. Brown, brothers, behind bars. Frame at 1235 Central avenue, insured for \$4,000. Kerosene plants, cans full, were found.

Gas stove exploded at Colfax, Cal. Three houses burned. Water pressure weak.

Cunningham dwelling at Chico.

Barley and stubble near Davis, Cal. About 10 acres.

Barley near Gridley, Cal. Over 20 acres.

Dwelling at Camptonville, Cal. Two stories; a landmark. Belonged to Mrs. Halkyard. No insurance.

Flour mill at Colfax, Cal. Also feed mill, 10,000 bushels of wheat, 39,000 lbs. of flour, and three dwellings. Flour mill was six stories high. Loss \$200,000.

Barley, standing, 4 acres, near Esparto, Cal.

Garage at Fort Bragg, Cal., belonging to Berryhill Bros., in Jefferson building, largest in town; explosion started fire; accessories and dental equipment also burned. Loss \$18,000.

Furniture store (Brooks) and buildings, Fresno, Cal.; 900 block on J street; burned three hours. Loss \$100,000.

East Turner Hall at Denver, a printery, seven dwellings and Scott Auto Body plant burned.

Ranch house near a road in Fresno county, Cal., set on fire by tramps.

Dwelling at 35th Ave. and Norfolk St., Seattle. Loss \$1000.

Three dwellings burned at Jasper, Alberta.

Auto stage running between Bakersfield and Taft, Cal., burned on the highway. The carburetor caught fire.

Poultry barn, electrically lighted, just outside Forest Hill, Ore., burned at 2 a. m. Loss \$2000.

Tacoma.—Athletic park grandstand and bleachers burned. Loss \$7000. Rubbish under bleachers started blaze. Cigarette blamed.

Twin Falls, Id.—Half a business block, with loss of \$90,000, burned. Cigarette blamed.

Big auto truck burned near Selma, Cal., under unusual circumstances. The tank contained 100 gallons of gasoline. Automobilists following. Truck driver left his machine standing at side of road while he visited friend rancher. Automobilists were seen to steal some of the gasoline. Did not tightly close the tank cover; gasoline leaked; ignited body and gear burned; engine saved with wet blanket. Loss \$3,000.

Movie projection room of Kinema theater at Fresno, Cal., was last week the scene of a blaze which did \$50,000 damage and threatened the business district. A film in the projection machine caught fire. The heat set fire to another film on the floor. Spectators marched out in orderly fashion. The theater burned.

Saw mill at Spokane, Wash., belonging to Willamette Lumber Co. Three million feet of logs in danger.

About 100 houses at Grover Canyon, Ariz., burned. Canse, overheated stove.

Three garages, sheds, at 565 South Sixth St., San Jose, Cal.

Garage and shed at Fresno, Cal., at Mariposa and P Sts.; also dwelling at Tyler and Thesta Sts.

Business block at Fifth and Center Sts., Taft, Cal. Same block swept by fire six months ago; wooden buildings; night; high winds; hardware store, two restaurants, hat works, motor place, billiard parlors, vulcanizing works, etc. Loss \$30,000.

A sawdust bin seventy-five feet high in plant of See Dro Separator Co., Berkeley, Cal., caught fire. On top were four 10,000 gallon tanks of water. They burst open and the water added to the fire damage. The factory, covering two blocks, has a value of a million dollars. Fire and water damages were not heavy.

General fire at Willows, Cal., destroyed two business squares. The fire broke out on Sunday afternoon and the response to calls for aid, from towns thirty miles away, was too late. Fire started in the Hochheimer general store and continued uncontrolled for three hours. A strong southwest wind blew. This whole district has a water shortage. Burned property includes a general store, department store, Hotel Crawford, clothing store, three poolrooms, drug store, grain store, bank, telegraph office, building with law

library, dairy store, two cafes, etc. Loss about \$200,000.

Trucks and trailers of Sharp, Powell Mfg. Co. plant at Hanford, Cal., burned with \$50,000 loss.

There have been several brooder house fires recently.

The Sacramento Cabinet Works and plant of Sacramento Lumber Co. burned with \$85,000 loss.

Sawmill and shingle mill of Green & Newell, near Kelso, Wash., burned with \$10,000 loss. No insurance. Will be rebuilt.

Store Fired by Rats

Rats fired the store of Chinese at 1818 Westlake Ave., Seattle. Rats were seen running over fire works in the window. Pyrotechnic display instant, and whole store burst into flames.

Reno, Nevada

The Verdi Lumber Company's loss in Sunday's fire is estimated to have been \$200,000.

The box factory, seven cars laden with lumber, two residences and some standing timber were destroyed.

The Southern Pacific Company is estimated to have lost fully \$50,000 in equipment.

Three baby children in California and one little boy in Colorado found sweetness in fireworks, swallowed some, and died.

Thieves in Los Angeles pulled out of a dwelling window valuable goods with a hook and line. Can you beat it?

CHIPS

—Forest fires near Nogales, Arizona, forced the mercury up to 130 degrees.

—Lassen county, Cal., forest fires had a frontage nine miles long.

—Madera county, Cal., is buying rural fire fighting equipment to check grain and grass fires.

—A wooden garage at Madera, Cal., valued at \$8,000, collapsed. Built of green lumber, with roof scantlings nailed together with inch boards and 10-penny nails. A little fire would have been a total loss.

—For the fiscal year ending June 30 there were 4,552 fire alarms in San Francisco, of which 2,350 were still alarms.

—San Francisco has expended about \$400,000,000 for new buildings since the fire in 1906.

—The Hawkeye Securities, one of the youngest set, has \$859,655 capital and \$1,502,817 assets. Liabilities are \$155,176. Net surplus is \$447,096. Premiums, \$608,041; income, \$652,644; losses, \$163,292; disbursements, \$469,853. Expenses chargeable to underwriting amounted to \$296,967 or about 49 percent of premiums.

—A subrogation suit by Mass. Bonding v. Los Angeles R. R. was won by plaintiff in the lower court but the supreme court of California reversed judgment. The deceased insured was guilty of contributory negligence in turning across defendant's tracks without signal and without looking back.

—The Supreme Court Reporter of July 1st contains the "Prohibition Cases" and the "Non-Partisan League Cases."

—Spokane.—Carlos A. Penington, formerly of Seattle, and a lieutenant-colonel in the war, has joined Elmendorf & Pope as manager of the liability and accident departments.

—Consolidation. — At Okanogan, Wash., the Hays and the Pendergast agency have consolidated as the Hays-Pendergast Agency Inc.

—Undergraduates of an English college insure themselves against the fines of too zealous proctors.

—Coming out of Yellowstone Park Henry Sarot of Oklahoma was accidentally shot. Insured for \$2,000 in the Kansas City Life.

—Life.—Frank R. Chapin of Emmett, Id., is the leader among 400 agents in insurance written in 1919 and 1920.

—Walla Walla.—C. L. Berg, banker from Waterville, Wash., has joined the W. L. Leonard agency of the Travelers Life.

—Seattle.—The Northwest Underwriters, \$1,000 capital, has been incorporated by Geo. H. Bliss and H. W. Hetz.

—Montana. — Insurance companies have paid in licenses and taxes in the first half-year \$291,802. In other words they have collected that sum for Montana government.

—Cincinnati.—The United States Postal Fire here will write dwelling and household furniture by mail. No agents need apply.

—San Francisco.—The Henry Clay Fire has entered California and D. Davenport's office.

—California Insurance Federation. — New officers are: Thomas H. Anderson, president; vice presidents, J. O. Levy, David Duncan, C. W. Cartwright, L. C. Hotchkiss; Edwin Parrish, treasurer. Secretary J. J. Ryan was re-elected.

—Marine Loss.—Mexican power schooner Jacoris Conde turned turtle and sank with all on board, near Mazatlan. Too much deck load. Forty-two lives lost.

—Burglary.—Liquors.—New York advises announce that burglary policies now include a clause if required, insuring private stocks of wines, beers and liquors, to the amount of 20 per cent of original value but not more than one-fifth of total on contents. Thus a cellar stock costing \$5,000 and now worth \$80,000 will be allowed \$1,000 burglary insurance, if insured carries about \$5,000 on billiard balls, jewelry, watches, etc. There does not seem to be much inducement to insure.

—The Pacific Auto Indemnity Exchange received \$519,623 subscribers' fees and paid policyholders \$280,660.

—The Interinsurance Exchange of Auto Club of Southern California received \$1,037,419 gross premiums, \$897,117 net, and paid \$246,065 losses; returned to subscribers \$65,142.

—Marine.—Coverage on American risks is being refused in London because of recent New York legislation.

—Life.—The American Life Convention, composed of the newer and smaller companies, now has 125 members, with \$750,000,000 assets, mostly invested locally.

—Life.—“The oldest company in America” is the way the Mutual Life advertises. Now, Mr. Sullivan, is that quite honest? You know there many older American companies.

—Chicago.—John J. Purcell, assistant general agent of the Hartford Fire, has been appointed general agent of the Sterling and the Federal.

—Spokane.—The Arthur D. Jones Co. announces that Arthur G. Anderson, late captain A. E. F., has been appointed manager of its insurance, liability and bonding department. Mr. Anderson is a graduate of the Washington University and a member of the Washington state bar.

—In the past 50 days there have been some eight strata slips in southern California and one in the northern part of the state, where Mt. Shasta appears to have an uneasy sleep, though Mt. Lassen is quiet. Redding rocked slightly and reports broken crockery ware. Earth tremors always occur in dry territory near sea water.

—Under head of “Fires” we mention a big mill fire at Colfax. For “Cal.” substitute “Wash.”

—San Francisco.—Geo. A. Newhall of H. M. Newhall & Co. is in New York.

—Lightning causes more than one-fifth of the farm fire losses of this fiery country. But not in California.

—War Risks.—Montana is the only state in the Union having more than one field man in war risks work. The field men allowed by the American Legion at the Livingston convention will be appointed at once and begin finishing compensation work and converting insurance at their various posts.

—Fire policy held not to entitle insurer to cancel on notice without tender of unearned part of premium paid.

Insurer held bound by express waiver of stipulation as to ownership in fee of land on which buildings stood.—Globe & Rutgers Fire Ins. Co. vs. Walker, 407.

—Mrs. Therese Jacoby, mother of Franz and widow of Louis Jacoby, died last week at the Altheim, Oakland, Cal. The Jacobys were formerly general agents in San Francisco.

—The Sun building at the northwest corner of Sacramento and Sansome has all floors rented. General Agent Henry occupies the ground floor and the second, both beautifully lighted and otherwise desirable but with hardly room enough for the handling of the increasing business of the agency.

—The Pacific Mutual News will soon print an illustrated article on the wonderful reclaimed lands near Stockton, Cal., known as the Delta Farms. Secretary Moore has been there, gathering materials for the story, which will be a big treat.

Salt Lake has a new fire mutual with a long-tailed name—Inter-mountain Farmers' Association Fire Insurance Company—which will operate in four counties. Who has got a job?

The Lancashire & Cheshire of London is entering the United States.

An Oregon school house has a flag pole 230 feet 1 inch.

The District of Columbia taxes income from U. S. government bonds.

GENERAL

The entire Pacific Coast was honored when San Francisco was selected as the place for the National Democratic Convention this fourth year. Of course there was politics in the selection, but what of that? The convention and the city were mutually complimentary. The apparatus for the improvement of the acoustics gave the speakers' voices an odd nasal sound but they could be understood excepting the women, whose voices were too weak for the large auditorium.

It was like all political conventions, big and little. In numbers only did it differ from state or county conventions. The same spellbinders were there, with swinging arms, bald heads or flowing locks. Listening, I learned that the fall election will be a battle between saints and sinners, between progressive patriots and reactionary Tories. There is only one party that can save civilization.

At one ancient time a leather apron was the sacred banner of Persia. A sturdy blacksmith raised a successful rebellion and now, thousands of years later, our blacksmiths wear this sacred emblem while at work. What may happen to our flag when we have a woman President?

Clarkston, Wash., was damaged by the recent storm. The main pipe,

made of wooden staves, was broken. A water famine followed. People were ordered to light no fires. Lewiston, Id., supplied water in barrels.

One can form a better idea of the automobile traffic by observing the massed automobiles at the foot of Broadway, Oakland, on Sunday or holiday evenings. They are lined up for several blocks, waiting for the next Creek boat to San Francisco. At 9 p. m. the automobile boat enters the slip and discharges a full cargo of machines, then seventy-five autos, besides motorcycles, roll onto the boat, leaving behind many waiters for the next boat, with more steadily joining the end of the procession.

The description of a new extinguisher reads like a story of Boob McNutt's punishment as told by Max Goldberg, the famous San Francisco cartoonist. You invert the unfreezable extinguisher, which causes a weight to fall, which strikes firing pins. The detonation ignites smokeless powder, causing gas to lift a screen cover and bust a diaphragm. Passing upward the gas opens a trap and leaks through the fire extinguisher liquid and ignites a paste which in turn fires five fuses. The Underwriters Laboratories at Chicago approves; so does Max.

On this Coast locomotives with oil burners are being changed to coal burners. Factories are abandoning oil burners.

Bee Brings to Bier

In the Northwest the sting of a bee so poisoned a little girl that she died ten minutes later.

Montana Federation

Insurance Federation of Montana held its second annual convention at Helena and elected Homer Bostwick of Butte president, and C. A. Price of Helena, Burt Hammond of Loryth, J. B. Collins of Niles City and E. E. Givens of Great Falls first, second, third and fourth vice-presidents.

The educational committee to fight any tendency in favor of state insurance (Bolshevism) is composed of Wm. Briggs, C. O. Price and W. C. Kelly of Helena.

Sues for \$50,000 Damages

"Struck and permanently injured" by one of defendant creamery company's automobiles, Sigmund Wise sues in the San Francisco superior court for \$50,660 alleged damages. When he collects, this Wise man will live comfortably forever after. Is your automobile fully insured?

Even our Immortals, as we have said, are mortal, and so permission is granted to Mr. Pinchback Taylor, president of the Arkansas Association of Insurance Agents, to peddle insurance in the Academy.—B. L. T.

The Metropolitan Life has been paying ten policies a month on death claims caused by wood alcohol.

Not a Gentlemen's Agreement

It is said that the chief officials of the Equitable, Mutual and New York Life companies have an agreement of long standing that none of them shall advertise in any insurance journal that in any way criticises any of the three, or publishes any fact or rumor in any way detrimental to them. We take it that such suppression is evidence of an unwholesome state of affairs.

Circulation

It is now the fashion, set by young men employees, to require circulation facts as a basis and condition of advertising in insurance press champions of unpopular insurance. Agents writing ten policies a year are expected to subscribe for an insurance journal as well as for the Country Merchant.

For circulation and value as an advertising medium we cheerfully recommend to these young men the popular 5-cent weekly which sells two and one-fourth million copies on Thursdays. A recent issue has not a single insurance advertisement. Can we wonder that people know nothing, care nothing about insurance?

San Francisco Fire Prevention

The new fire prevention bureau will include chief of fire department, fire marshal and chief of police, head of department of electricity and chief building inspector.

New life business is falling.

ITEMS

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The new International Chamber of Commerce met in Paris last week and passed resolutions favoring an avoidance of duplicate taxation of wealth in more than one country; a reduction of unnecessary expenditures by all local and national governments; inducements of foreign investments in home countries; encouragement of tourists through removal of unnecessary restrictions, etc.

Press dispatches give an account of a man who broke his leg when he turned over in bed. It was necessary to amputate it. Some time later he broke the other leg in bed. Amputation was again necessary, but the young man, a banker, died from the operation. It is assumed the bones were diseased. But would he not have had valid claims under an accident policy?

A curious thing has happened in California. The diversion of water from the Sacramento river for rice lands irrigation in the Sacramento valley has made the river very low. The ocean tides, in consequence, have backed up the river far and have mingled with the irrigation water used on the lowlands, to the detriment of the crops. The town of Antioch finds that its pumps are drawing salt water into the mains. It is true that this ocean water puts out fires, but it does not improve the morning cup of coffee.

Antioch is suing to restrain the rice growers from drawing any more water from the river to flood their rice fields, and the delta farmers will likewise sue, as they claim prior riparian rights.

Speaking of these rice lands, which are a wonderful new development, reminds me that many years ago a local life company lent a large sum of money on these same rich but wet lands. During the depression of the '90s it was necessary to foreclose the mortgage. The loving representatives of Eastern life companies, full of charity or something else, began to criticise this loan and asset and referred to it as the "goose lands." Subsequently this foreclosed property was sold to good advantage. It was the famous rice lands of today, which are worth millions.

Within two or three days, in California, in different places, two airplanes met disaster in the same unusual way. One ascended from the Marina in San Francisco and struck a power wire. The other plane, at Boyes Springs, did the same. Both planes fell in flames to the ground, with loss of life.

Somebody has said that similar accidents occur in cycles. If passenger trains collide, other trains will soon do likewise. If a great passenger ship sinks at sea, prepare to read soon of a similar disaster to another ship.

L I F E

New Conditions Governing Reinstatement of War Risk Term Insurance—Two Monthly Premiums Must Be Tendered

New conditions under which lapsed or canceled war risk (term) insurance may be reinstated, generous in scope, and of vast importance to millions of former service men throughout the country, are announced by Director R. G. Cholmley-Jones of the Bureau of War Risk Insurance, with the approval of Secretary of the Treasury D. F. Houston.

The new ruling is officially designated as "T. D. 61 W. R.," effective July 1, 1920. The features of maximum interest to former service men provide for reinstatement, or reinstatement and conversion, of lapsed or canceled war risk (term) insurance under conditions substantially as follows:

1. In all cases the applicant must tender at least two monthly premiums on the amount of insurance to be reinstated, or reinstated and converted, with his application.

2. The applicant also must comply with the following requirements in reference to health to the satisfaction of the Director of the Bureau of War Risk Insurance.

When insurance lapsed or was canceled prior to July 1, 1920 and when application is made within eighteen months succeeding the month of discharge or resignation, but prior to January 1, 1921—

The applicant must be in as good

health as at the date of discharge or resignation, or at the expiration of the grace period, whichever is the later date, and so state in his application.

The foregoing is an extremely liberal provision and represents an opportunity for a very large class of former service men to reinstate any time up to January 1, 1921, without a medical examination, by simply paying two monthly premiums on the amount of insurance they wish to reinstate and making their own statement of health with application.

On and after January 1, 1921, and prior to July 1, 1921, in cases where insurance lapsed or was canceled prior to July 1, 1920 and regardless of how long applicant has been discharged subject to the approval of the director—

The applicant must be in good health, and shall forward, for the consideration of the director, a signed statement that he is in good health, and also a report of a full medical examination, made at the applicant's expense, by a reputable physician licensed to practice medicine.

Reinstatement or reinstatement and conversion of war risk (term) insurance lapsed or canceled on or after July 1, 1920, subject to the approval of the director—

- (a) Within three calendar months, including the calendar month for which the unpaid premium was due, provided that the applicant is in good health and so states in his written application.

(b) After three months, including the calendar month for which the premium was due, and within six calendar months, provided that the applicant is in as good health as at the time of application for insurance and so states in his application for reinstatement, and, further, that he substantiates his application by a short medical certificate, made at the applicant's expense by a reputable physician licensed to practice medicine.

(c) After six months, and within eighteen months, including the calendar month for which the unpaid premium was due, provided that the applicant is in good health and so states in his application for reinstatement, and further provided that such application is substantiated by a report of a full medical examination, made at the applicant's expense by a reputable physician licensed to practice medicine.

Every reinstated soldier will later be a good prospect for company insurance.

Life Insurance Investments

On December 31, 1917, in the states of Minnesota, Wisconsin, Iowa, Nebraska, North Dakota and South Dakota the total investments by life insurance companies carrying about three-quarters of the life insurance in force in those states were \$713,968,503.92. The chief item in these investments is that of real estate mortgage loans, largely on farms, of course, of \$429,339,-288.04. The next largest item is in-

vestments in interstate railroad stocks and bonds allocated on mileage basis within those states, this sum being \$173,402,110.35.

Add to this investments in stocks and bonds of railroads wholly within your respective states of \$31,686,-919.01 and you have a total of \$205,-089,029.36 backing the railroads in their development of your section.

Add again an investment in state, county and municipal bonds of \$13,-999,538.55, an investment in other stocks and bonds and other assets wholly within these states of \$11,-259,553.58, with an investment in real estate of \$7,465,500.42, collateral loans of \$700, and cash of \$2,712,-367.85. Then add amounts advanced to policy-holders in the way of either policy loans or premium notes, of \$44,102,526.12, and you have the ingredients of the remarkable total of \$713,968,503.92, first given.

Calling your mind back to my original statement about the differentiation between distribution of reserves and investments in the East and the West, let me say that these total investments of \$713,968,503.92 are far in excess of the reserves underlying the life insurance in force in your section. Remember, too, that these figures do not embrace the total investments of all the life companies doing business in your states. There are still to be thrown in, for good measure, the uncomputed investments of companies holding one-quarter of the insurance in force in the Northwest.—From address by Hon. Job E. Hedges, general counsel, Ass'n of Life Ins. Presidents.

CONSOLIDATION OF THE GIANTS**Will Two or Three Merge Into One Great Leader?**

The advance of the Metropolitan Life to leadership in the world of life insurance suggested to us, some time ago, that this leadership might come to an end, for a long time at least, by the consolidation of two or all three of the so-called New York giants. Undoubtedly the managers are vexed by the sudden fall to second, third and fourth place, with the disturbing possibility of another American company passing up to second place.

Here comes a recent copy of our French contemporary, *L'Argus*, with the surprising announcement, professed to be made on the authority of a "high personality" in the world of life insurance, the "American giants" are arranging for a consolidation. By American "giants" the Equitable, Mutual and New York Life are meant. Our Paris contemporary wonders why "this fusion of capital" is necessary; but we believe that its inquiry is answered in our opening paragraph. The "giants" want to occupy first place and dispossess the Metropolitan Life from that spotlight space on the stage of life insurance.

"Is your husband having any luck with his garden?"

"Oh, yes. He got a sunstroke and collected \$200 health insurance."—*Boston Transcript*.

Ely, Nev., has a new daily paper.

Knocking and Praising

It is absolutely right to emphasize the stability of the institution of life insurance? When your prospect asks about the standing of other companies, you can acknowledge that he would probably make no mistake in taking a policy in any one of a score of old line life companies represented in the community.

But when your prospect refers to some specific company, or you allow yourself to refer to one, do not "slop over" in your complimentary remarks concerning that company or its policies.

Reserve your praise for your own company and the special proposition you have to offer. Praise of your competitor and his goods can be your undoing just as quickly as knocking. Talk your own goods.

So much has been said about "don't knock" that in an endeavor to be fair, some agents have fallen into the opposite fault of going out of their way to praise.

If you overdo it, your prospect may conclude that you are either insincere or wonder why you do not change companies and sell for the one you regard so highly.

Lincoln admitted the position of his opponent up to a point, but he never failed while giving credit for what was due, to immediately demonstrate that his own solution of the problem under discussion was a better one.—*Missouri State Life Bulletin*.

It is a poor day when a new "underwriters" is not started.

MISCELLANEOUS

Taxicab Is a Common Carrier

Company and taxicab held respectively a "common carrier" and a "public conveyance" within accident policy providing for double indemnity for injury while in or on a public conveyance.—*Anderson v. Fidelity & Casualty Co. of New York*, 584.

Increasing Cellar Thefts

The high prices paid for wines, beers, ales and liquors by buyers who must know that the sellers are thieves fresh from cellars, are inducing many shady characters to make night raids with automobiles. "Cellar Raided" is a more frequent heading in the papers even than "Still Raided." Insurers, we are told, do not care to write this class of business, either burglary or fire, but will do so to accommodate broker, agent or customer. The moral hazard is the very best.

Increase in Costs from 1915 to 1920

In building materials costs have doubled, or more than doubled, in the past five years, for bricks, lime, sheets and corrugated iron, guttering, downspouts and cornices, plain glass, house paints, nails, locks and hinges, varnish, glassware chandeliers, molding and trim lumber, tile, white lead.

Structural steel, plate glass, linseed oil, turpentine, surfaced lumber, flooring, doors, shingles, metal lath, sand, oak flooring, etc., have in-

creased three times in price, or more. Likewise plumbing and oak flooring.

Shellac price has increased fourfold.

Carpenters' wages have doubled; likewise unskilled laborers' wages.

Average wages now are \$10 a day for structural steel workers and bricklayers, \$9 a day for lathers, plasterers and plumbers.

Painters and electrical workers also are paid \$8 a day.

Cartage has doubled in cost.

Rough lumber has increased 400 per cent.

Household furnishings have increased all the way from 60 to 400 per cent; wearing apparel from 80 to 165 per cent.

We gather these figures from a circular letter to policy-holders issued by Manager Lee McKenzie of the Washington Surveying and Rating Bureau.

These and similar advances in costs of buildings and contents, in five years, indicate the possible extent of underinsurance of new values, and prove the greater losses which insurers must pay.

A dispatch from a Connecticut town states that a woman who carried her paper money in her stocking next to the skin incurred blood poisoning thereby. To save her life it was necessary to amputate her leg.

Our dirty paper money carries hosts of poisonous bacteria, and some of it has been carried in socks underfoot. Give us metal money, Uncle Sam.

One Sample of Fraternal Life Insurance

Insured, the husband of plaintiff, in the course of twony-odd years, paid defendant \$1497.68 for \$2000 insurance for the benefit of plaintiff, and defendant paid the widow only \$1074.38, and secured from her a release, the burden of proof was cast upon the defendant to show that the transaction was fair.

The widow brought action to set aside this compromise agreement. Defendant was the Supreme Council of the Catholic Benevolent Legion. Defendant's by-laws provided that \$2000 should be paid on the death of every third-grade member. This insured was one.

There was no provision that amendments of by-laws made subsequent to the issuance of Donaldson's certificate should become a part of the contract and bind the insured and his beneficiary.

In 1904, eight years after this certificate was issued, defendant amended its by-laws. The amendment created a "reserve lien," which provided for a reduction of death benefits payable under prior certificates.

The New York Court of Appeals has well established that it is beyond the power of a mutual benefit association to modify vested rights under existing policies, and to substitute a lesser amount.

Defendant did not attempt to enforce the 1904 amendment until 1917.

In 1918, in another case against this fraternal, the court ruled that it had no power to make any

deduction from amount payable at death upon a certificate issued prior to the amendment of 1904. The officers of the Supreme Council had notice of this ruling when they compromised Mrs. Donaldson's claim.

On July 2, 1919, defendant's subordinate lodge treasurer called on the widow with a check for \$1074, or nearly \$1000 less than due, and telling her there was \$925 lien he made a compromise settlement. On the next day the appellate division affirmed the decision.

Rogues Get Their Deserts

Shapiro, a New York insurance broker; Stutzin, an automobile owner who was a party to a fraud on an insurance company, and Eisenstadt, engaged in the automobile repair business, have received from Judge Nott of the Court of General Sessions sharp sentences, which should give pause to rogues of their kidney.

Shapiro will spend not less than one year and three months in the state prison and may linger there twice that time. Stutzin has gone to the city prison for thirty days. Eisenstadt is committed to the Elmira Reformatory.

These sentences are salutary. It is high time that rascalities, in which insurance brokers, automobile owners and garage men are implicated, should be dealt with severely.—The Insurance Press.

"Talk is cheap," she said.

"Not if you say it with flowers," he replied.

FIRE

Canadian Ruling as to Other Insurance

If an insurance policy contains the usual clause that "The company is not liable for loss if any subsequent insurance is effected in any other company unless and until the company assents thereto," and the insured effects insurance in another company without notifying the first company, and a loss occurs, and the first company by its general agent, knowing that the second insurance has been effected, appoints an adjuster with authority to settle with the insured, is the appointment of the adjuster under the above circumstances an assent on behalf of the first company to the subsequent insurance?

In the case of the National Benefit Insurance Company vs. McCoy, the supreme court of Canada said "Yes," holding that the appointing of the adjuster under the above circumstance and with knowledge of the subsequent insurance, is an assent which will bind the company.

The court decided, first of all, that a general agent was authorized to assent to the subsequent insurance.

The word "writing" does not appear in above clause.

In holding that the appointing of the adjuster with authority to settle the loss, and with knowledge of the subsequent insurance, was an assent thereto, the court said:

"The mere appointment of an adjuster to adjust the loss under the policy might not be sufficient to indicate any assent to subsequent in-

surance but in this case the evidence showed specific authority given to the adjuster, by the general agent, to pay the assured in full settlement of her claim the company's proportion of the loss."

The above is taken from the "Chronicle" of Montreal. We recommend a standard form of policy.

Continental Bedding Mfg. Co. plant, 1636 Bryant street, San Francisco; 3-story brick; 15 engines worked three hours for control; five alarms; high-power system and water tower used; 300-foot brick frontage, west side Bryant, between Fifteenth and Sixteenth streets, some four blocks from the Mission retail district. High-powered cable lines on poles twenty feet from building made firemen's work somewhat risky. Loss about \$300,000.

Business block in Marysville, Cal., burned in early morning. As in the fire at Willows, there was suspicion of incendiarism. Twenty-six automobiles and repair shop, grocery, clothing store, meat market, two lodging houses and Chinese herb store among destroyed property. Loss estimated at \$90,000.

"What became of the scheme to stamp the date on eggs before they were put into cold storage?" asked the Old Fogey. "I haven't seen a stamped egg for five years."

"No," replied the Grouch. "The ink fades six or seven years after it is stamped on an egg."—Cincinnati Enquirer.

IT IS ANNOYING

Competition of the Lower Rate Indemnity Writers

"Occasionally I receive from my Board companies something to aid me in competing with mutuals and interinsurers with lower rates but nothing to aid me when I compete with a non-board company offering lower rates. How come?"

So forth writes a reader who seems not to have put the question to his visiting special.

But Reader suggests a new viewpoint. If a company or its general representative sends it agents anti-mutual and anti-interinsurer literature—marked copies or reprints—why should it not also supply them with anti-non-board literature? All three classes cut board rates, as to some classes of risks and in some districts.

However, there is usually some considerable difference between a non-board stock company and a mutual or interinsurer in the amount and proportion of policyholder's funds and security, while there may be little or no difference between their rates on the same risks.

After all, indemnity depends not on promises but on ready money or liquid assets. But of course rates must be adequate or the loss-paying fund may be wiped out in a day or even in an hour. If a mutual's or an interinsurer's rates are adequate and the management is competent and honest there is no good reason why obligations should not be met in full.

But if rates do not create a surplus with which to pay extraordinary losses then they are inadequate. Indemnity which depends on assessments to meet such losses is not real indemnity, for it is writing at inadequate rates and paying less than was promised.

Reader and all like him cannot meet mutual and interinsurance and non-board competition by misrepresentation and abuse; moreover such a competition may thereby receive a good deal of free advertising and gain more business at the expense of the peeved board agent.

Board rates are based on the average loss experience in a wide area, as to class of risk, and are therefore adequate for any company writing business in a wide area and carrying many risks of the class rated. In a small area of territory the loss experience may be much less or much more than the average, but to write only in such limited area even at board rates is a gamble, and to write there at lower rates is folly.

However scientific insurance rating may be, there is still opportunity for underwriting talent in the selection and rejection of risks. There is the moral as well as the physical hazard. Business conditions have much to do with a low or high loss experience. A keen observer may conclude of a town or a risk that the board rate is too low or too high.

It is impossible to prevent rate-cutting, so why worry? It is generally better to bear the ills we know of than, by "meeting competition."

fly to the ills we know not of. Consider the loss of commission income and of safety by reducing rates to the inadequate point.

Competition of the inadequate-rate writers should be met in a dignified way, as by one offering goods of a superior quality. Your goods at adequate rates, creating and maintaining adequate surplus funds for inevitable conflagration or other excess losses is "all wool and a yard wide," and therefore cannot compete with "cotton-mixed," shoddy and pasteboard sole goods.

If you have detrimental facts of incomplete payment of claims, of unjust compromises, of just claims repudiated or resisted solely on technical grounds, give the facts publicity; but to raise an outcry merely because a competitor has resisted a claim in court is to invite counter charges and the circulation of particulars which may place your own company in a seemingly bad light.

Hartford Fire Annexes

A general agency has been established at Chicago for the Sterling Fire, of Indianapolis, and the Federal of Jersey City. Both companies are under the control of the Hartford Fire and J. J. Purcell, for many years assistant general agent for that company in its Western department at Chicago, has been appointed general agent for the two associated companies. He will have jurisdiction over the states adjacent to Chicago where both companies are now operating. Another general agency for both companies has been

opened at Minneapolis, and J. H. Griffin, vice-president of the Northwestern F. & M., of that city, has been placed in charge.—Southern Underwriter.

Fire Fighters' Union in Tennessee

In Memphis all the firemen who were members of the Fire Fighters' Union resigned in a bunch, leaving the city without protection. Volunteer firemen and a company lent by a neighboring city took the places of the strikers.

Since then a number of the unionized firemen have been arrested for turning in false alarms and for beating up lone firemen.

The authorities announce that no fireman who resigned will be taken back.

Seattle and Spokane lifted the ban on fireworks on the Fourth celebration days. Results: Seattle had 83 fires, 44 from fireworks. Spokane

had 37 fires, 34 from fireworks.

Tacoma finds that many of the staves of its Green river pipe line are rotting from the outside.

The Milwaukee Mechanics has a profit-sharing plan whereby underwriting profits will be shared with salaried employes in proportion to salaries.

The California insurance department has admitted to the state the Hartford Live Stock.

GENERAL

W. A. Frazier Appointed Assistant Manager of the Benj. Goodwin

Manager Goodwin advises us that Agency Superintendent Frazier, at the San Francisco office of the Pacific department, was on the 15th of this month promoted to the position of assistant manager.

Mr. Frazier for thirteen years represented the companies of this old general agency as field man in eastern Washington, northern Idaho and western Montana. On January 1st, 1920, he was promoted from special agent, with headquarters in Spokane, to the position of agency superintendent, with headquarters in the general agency office in San Francisco.

Assistant Manager Frazier is a very competent fire insurance man, and his recent promotions have certainly been merited by good work and ability.

The London Assurance gave, on June 21, a 200th anniversary dinner. The managers of the company, from all parts of the world, were present, among them being Manager A. W. Thornton of San Francisco.

A Seattle autoist was fined \$1000 for killing a woman.

Tom Burke, the tenor, is said to have his voice insured for \$500,000.

The healthy man is always optimistic.

Northern Life of Seattle \$100,000 Club for 1920 Special Excursion to San Francisco in August

On August 7 "The Governor" sails from Seattle for San Francisco, with a merry party of some forty ladies and gentlemen who as members of the \$100,000 Club of the Northern Life Insurance Company of Seattle have qualified for this "Excursion Special." At this time of the year there is no finer excursion anywhere.

It will be some excursion, as Shakespeare said. The Club members will bring their Washington spirits with them. Two Savages accompany the explorers. They can follow any trail, and there are many trails in our million-population district.

To the guests of the Northern Life the "Coast Review" exclaims, "Welcome to Our City!"

The man who tied himself to a railroad track with barbed wire and got one hand and foot cut off paid a big price for trying to collect some accident insurance taken a short time before. He claimed bandits did it, but the company's investigator found no scratches on his other arm or leg.—Weekly Underwriter.

The new Roosevelt Life Insurance Co. of S'n Joe ought to be full of pep and new ideas.

The Bankers Life will hold a regional school of instruction in San Francisco.

SAN FRANCISCO DEPARTMENT FIRE BUSINESS By Companies, Agencies and Departments.

(This Compilation is original with the Coast Review.)

WHERE THE COMPANIES WRITE.

The figures in this compilation of Coast business by agencies and departments, written in San Francisco, represent the business of states and territories (as per numbers), as follows:

- | | |
|--|---|
| <ol style="list-style-type: none"> 1. CALIFORNIA. 2. OREGON. 3. WASHINGTON. 4. IDAHO. 5. MONTANA. 6. UTAH. 7. NEVADA. 8. ARIZONA. 9. WYOMING. | <ol style="list-style-type: none"> 10. COLORADO. 11. NEW MEXICO. 12. HAWAII. 13. ALASKA. 14. BRITISH COLUMBIA. 15. PHILIPPINES. 16. MEXICO. 17. ALBERTA. 18. SASKATCHEWAN. |
|--|---|

Companies and Agencies		San Fran Prem's	—Coast— Prem's Rec'd	Losses Incur'd	Ratio. Percent
1 Fireman's Fund and Home F. and M.— H. P. Blanchard, Sec.					
1	1919	\$241,283	\$3,320,317	\$1,126,132	33.9
1	1918	195,420	2,731,099	807,035	29.5
1	1917	121,449	1,830,705	514,585	28.1
1	1916	107,997	1,522,175	589,428	38.7
1	1915	97,466	1,405,543	788,479	56.1
Writes in 1 to 14 inclusive and 16, 17. Also in Texas and Arkansas					
2 California—Geo. W. Brooks, Sec.					
2	1919	110,798	953,377	341,118	35.7
2	1918	84,036	682,815	208,858	30.5
2	1917	79,522	545,372	161,425	29.6
2	1916	69,525	448,524	178,563	39.8
2	1915	71,285	416,673	220,477	49.3
Writes in 1 to 18 inclusive, excepting 11, 15, and 16.					
3 Vulcan Fire—A. Hodgkinson, Sec.					
3	1919	10,801	272,163	101,859	37.4
3	1918	11,757	230,266	79,431	34.4
3	1917	12,111	187,351	66,371	35.4
3	1916	9,289	170,191	71,982	44.3
3	1915	8,472	103,452	55,839	53.9
3	9441	5,054	88,218	43,532	49.2
Writes in 1 to 12 inclusive, and in 14, 17 and 18.					
4 Capital Fire—J. F. Landis, Sec.					
4	1919	11,018	59,034	53,651	91.0
4	1918	8,563	121,411	34,290	28.2
4	1917	5,130	63,411	35,461	55.9
4	1916	5,639	67,454	33,507	49.6
4	1915	7,933	68,414	42,614	62.2
Writes in 1 to 14 inclusive, and 16, 17, 18. Only 1, 5 and 11 direct.					
5 Pacific National					
5	1919	3,163	41,634	17,481	42.0
5	1918	2,202	46,615	7,190	15.4
5	1917	1,591	24,673	8,379	34.0
5	1916	852	20,197	4,802	23.7

SAN FRANCISCO GENERAL AGENCIES AND DEPARTMENTS.

Companies and Agencies	San	—Coast—		Ratio Percent
	Fran. Prem's	Prem's Rec'd	Losses Incur'd	
1 Rolla V. Watt — Royal, Queen, Newark Fire				
1 1919	\$209,689	\$2,761,935	\$1,182,984	42.7
1 1918	190,031	2,451,068	818,930	33.4
1 1917	191,585	2,058,633	748,419	36.5
1 1916	162,402	1,751,504	717,148	40.9
1 1915	181,898	1,745,731	932,602	53.4
Write in 1 to 8 inclusive and 11, 12 and 13.				

MISCELLANEOUS**Liability of Interinsurer's Members and Limited Recovery of Loss Claimants**

The Southwestern Reporter of June 16 publishes in full the decision in the case of receiver of a reciprocal exchange in Texas against the subscribing members, referred to by this journal. There were 1300 members who played the game of "underwriting." They thought it was a safe game, but the court decided that it was unsafe for both "underwriters" and loss claimants.

This was the case of *Sergeant v. Goldsmith Dry Goods Co.*, 221 S.W. 259.

George Sergeant is receiver of the late lamented Commercial Underwriters of San Antonio, Texas, "a voluntary unincorporated association for the protection of its members against loss by fire."

Only seven of the 1300 anxious defendants were served with process. Their demurrer to plaintiff's petition was sustained. Plaintiff receiver appealed.

Under applications signed by the "self-insurers" it was provided that deposits be made to a fund to pay losses, and such further sums as might be required, provided further that such sums should in no case exceed the amount of the premium on his policy or policies then in force.

In other words, the fire liability was limited to one other premium per policy. Many fire mutuals now have such contracts.

The supreme court of Texas ruled, as we published previously, that the members' liability for fire losses was

limited to the additional premium; but that for all other claims, including claims for risks reinsured, the members were jointly and severally liable.

Therefore the members of an interinsurance exchange are not liable for more than one additional premium, and the loss claimants cannot recover more than the total of such limited liability, which may not suffice to pay more than a small fraction of the fire loss.

But such members are liable for compensation of manager and clerks and adjusters, and for rents, supplies and for premiums due reinsurance creditors.

This decision appears to make "a horse of another color" for both loss claimants and "perfectly" safe members.

Tale of Two Frogs

A merchant in a Pacific Western town complained of the hard times, to the traveling agent of a tobacco company, a Mr. DuVauil. In reply, Mr. DuVauil told a story which had a very pat application. It seems to be equally appropriate to some insurance agents, and we therefore reproduce it, with its author's permission, as follows:

Once upon a time there were two frogs, one a native of the country, the other a native of San Francisco. They were playing a game of hide and go seek on the depot platform, around a lot of milk cans, when the San Francisco frog suggested to the country frog that it would be a good idea to jump into the open cans which were filled with milk. They were amusing themselves when the milkman came along and put on the covers. The cans were then placed in the baggage car. The train pulled out. Then the San Francisco frog called out to the country frog, "How are you getting along, Country?" The latter replied in almost a whisper, "I'm nearly drowned."

The San Francisco frog this time almost shouted, "Hustle! Hustle! Hustle!" The train stopped, the cans were then placed on the platform, the cover of the car containing the country frog was removed, and the frog was found—dead; but when the cover of the can containing the San Francisco frog was removed, he was found sitting on a cake of butter with a look of contentment on his face.

The moral is plain. Hustle—hustle—hustle, and there will be plenty of butter for your bread. Yield, and competition will drown you; struggle, fight, hustle, "get a move on you," and you create a foothold and safety. "Keep a steppin'."

[The above is reprinted from the Coast Review of over thirty years ago. It was afterwards republished by many papers, in the East. One comic paper told it in rhyme.]

P A S T

The S. F. Chronicle recalls that a quarter-century ago Dr. Albert Dexter became president of the Natural Premium Underwriters' Association of the Pacific Coast. Some good men believed then that "natural" premium rates, as in fire insurance, could be successful in the sale of life policies.

New Orleans had a Natural Premium life company but it soon surrendered its thin ghost.

Up to 1851

From April 12, 1849, to January 1, 1851, 805 vessels anchored on the bay front of San Francisco. They brought 62,000 passengers. The water front was a forest of ship masts.

1850

Where the new Balfour-Guthrie building is rising, at the southeast corner of Sansome and California street, San Francisco, in 1850 there was the hull of a ship that brought gold-seekers round the Horn and had been deserted by its crew. The hull was used for some purpose, lodging or storage. It is difficult to realize that the bay came as far west as Sansome street.

Diagonally opposite, formerly, was the "ranch home" of Mr. Hunter, after whom Hunter's Point was named. This was at the water's edge, where the Bank of California and the Fireman's Fund building now stand.

1874

The National Board meeting was reported at great length by the Coast Review for June.

President Oakley said:

"I say that, without this organization, the successful prosecution of the business of fire insurance is impossible."

For fifteen years of Board direction the average loss ratio of 187 companies was 62.8 percent. Yet stockholders were paid 8.35 percent dividends.

Expenses in the previous year 1873 average less than 30 percent.

Now they are 40 percent.

3 Dollar Loss but had a Fire Sale

A California merchant had a fire. Extinguished with a small patent fire-extinguisher. Loss only three shirts, scarcely worth three squirts.

But the shifty merchant closed his doors and put up big Fire Sale signs, with note "Everything must go Regardless of Cost. Only 15 days to Dispose of the Entire Stock." Similar announcements in the papers.

This was not honest—not fair to the public and to other merchants. Such a merchant should be put on the underwriters' unfair list. Indeed there should be an ordinance against "fire sales" when there has been no fire loss nor smoke loss, and underwriters should not permit the use of "sale ordered by the underwriters" unless they are making the sale.

The National Association of Locals has a fine opportunity to show its alleged influence by demanding that non-board companies in board agencies in Idaho keep faith or be fitly punished.

Sexton's "Fire Insurance," paper bound, \$1.

Companies and Agencies	San	—Coast—		Ratio Percent
	San Prem's	Prem's Rec'd	Losses Incur'd	
2 Dixwell Hewitt—Hartford Fire, Sterling Fire, Citizens.				
2 1919	172,581	2,486,110	914,121	35.9
2 1918	159,728	2,284,016	912,364	39.9
2 1917	157,265	1,925,521	732,964	38.0
2 1916	150,271	1,711,912	823,314	48.0
4 1915	150,241	1,344,317	727,374	54.1

Write in 1 to 8 inclusive, 12, 13 and 14.

3 Geo. H. Tyson—Great-American, Phoenix of Hartford, American Alliance, Equitable F. & M., Protector Underw., North Carolina Home (in 1920)				
3 1919	147,062	2,224,384	737,566	33.1
3 1918	117,897	1,895,599	558,725	29.4
3 1917	124,674	1,706,821	511,891	29.9
4 1916	117,971	1,440,788	487,668	33.5
3 1915	114,546	1,401,746	685,958	48.9

Write in 1 to 8 inclusive and also in 12, 13 and 14.

4 McClure Kelly—Ins. Co. of North America, Alliance, Yorkshire Northern of N. Y.				
4 1919	168,690	1,989,232	724,778	36.4
7 1918	147,314	1,520,251	568,078	37.3
6 1917	138,866	1,333,648	544,110	40.8
7 1916	102,054	932,893	294,929	31.6
15 1915	82,967	613,049	341,192	53.1

Write in 1 to 14 inclusive.

5 W. H. Breeding—Ætna, Ætna Underwriters.				
5 1919	230,317	1,920,388	659,047	34.3
9 1918	188,709	1,505,522	471,571	31.3
7 1917	203,748	1,333,444	489,978	36.7
6 1916	190,792	1,128,851	335,834	29.7
5 1915	181,261	1,109,714	561,976	50.6

Writes in 1 to 8 inclusive, 12, 13.

6 R. W. Osborn—North British & Mercantile, Commonwealth and Mercantile of America, Pennsylvania				
6 1919	127,961	1,881,025	729,051	38.7
8 1918	102,525	1,514,399	510,987	33.7
1917	115,833	1,491,128	518,552	34.7
1916	76,692	919,875	355,434	38.6
1915	88,828	905,684	404,816	44.7

Write in all Pacific west of U. S.

7 W. W. Alverson—North River, U. S. Fire, New Brunswick Richmond.				
7 1919	117,740	1,706,881	619,896	36.3
4 1918	131,282	1,656,045	795,674	48.0
4 1917	113,536	1,701,353	584,934	34.3
5 1916	96,913	1,212,420	380,382	31.3

Write in 1 to 16 inclusive except 10.

8 C. J. Holman—Commercial Union, Lon.; Commercial Union Fire N. Y., Palatine, London, Union Assurance So., London.				
8 1919	54,503	*1,690,918	694,356	41.0
12 1918	82,319	*1,181,380	380,234	32.3
11 1917	91,910	*1,028,056	369,575	35.1
8 1916	71,153	*928,017	374,476	40.2
10 1915	81,648	*826,541	472,215	57.1

Write in 1 to 8 incl., 12 and 13.

* Including reinsurance of half of American Central business.

9 Balfour, Guthrie & Co.—American of Newark, Camden, Roch. Dept. Caledonian, Scotch Underwriters, North China, Queensland, Union Ins. So.				
9 1919	109,121	1,669,979	595,868	35.6
14 1918	71,036	1,003,886	308,189	30.6
14 1917	62,764	893,254	350,876	39.2
14 1916	59,849	780,098	326,033	41.7
20 1915	48,105	448,129	219,287	55.6

Write in 1 to 8 inclusive and 12, 13 and 16.

Companies and Agencies	San Fran. Prens.	Prens. Rec'd	—Coast— Losses Incur'd	Ratio Percent
10 Edward Brown & Sons — Svea, Agricultural, Globe & Rutgers Hamilton Fire, Globe Und. Ag'cy., Hudson.				
10 1919	81,175	1,609,018	499,342	31.6
10 1918	93,691	1,411,302	433,056	30.9
9 1917	81,540	1,147,416	321,035	27.9
9 1916	73,126	927,477	395,915	42.9
7 1915	85,309	901,743	466,662	51.7
Write in 1 to 10 inclusive, 12, 13, 14, 16.				
11 Willard O. Wayman—National, Colonial, Mechanics & Traders.				
11 1919	76,422	1,511,393	656,618	43.4
5 1918	78,478	1,526,594	394,757	25.8
8 1917	86,282	1,225,882	363,310	29.6
1916	84,500	1,742,521	397,986	34.8
Writes in 1 to 11 inclusive.				
12 T. H. Anderson—Liverpool & London & Globe, Ltd., Star Ins. Co. of America				
12 1919	252,415	1,444,492	533,456	36.9
11 1918	217,989	1,380,011	527,213	38.2
10 1917	248,861	1,119,356	298,512	26.6
11 1916	233,496	897,650	313,152	34.8
6 1915	246,572	945,668	440,273	46.6
Write in 1, 2, 3, 4, 7, 8 and 13.				
13 A. W. Thornton—London Assurance, London Underwriters.				
13 1919	113,752	1,333,890	469,062	35.1
13 1918	90,875	1,068,350	341,287	31.0
13 1917	93,109	988,849	388,381	39.2
12 1916	88,136	853,823	302,016	35.3
8 1915	95,813	849,459	429,325	50.5
Writes in 1 to 14 inclusive.				
14 Sam B. Stoy—London & Lancashire, Orient, Law, Union and Rock, Safeguard.				
14 1919	114,333	1,314,028	479,028	37.9
17 1918	99,443	930,368	288,901	31.8
15 1917	97,187	875,478	332,001	38.9
13 1916	84,276	791,739	300,226	37.1
12 1915	91,796	779,670	413,378	56.9
Write in 1 to 13 inclusive by office. L. U. & R. not in 11 and 12. Safe- guard only in 10 and 12.				
15 B. Goodwin—American Central, St. Paul F. & M., Merc. F. & M. Und., Minnesota Und., Royal Exchange				
15 1919	107,985	1,217,985	465,315	38.2
16 1918	82,113	950,428	291,337	30.6
16 1917	71,302	862,318	298,812	34.6
15 1916	60,686	698,463	356,173	50.9
13 1915	49,956	735,037	486,255	66.1
Write in 1 to 8 inclusive, and in 12 and 13.				
Including American Central half which is reinsured in the Com- mercial Union.				
16 Edwin Parrish—Niagara Fire, Detroit F. & M., Niagara-Detroit				
16 1919	81,520	1,122,426	420,025	37.5
15 1918	55,088	954,770	301,916	31.9
17 1917	61,850	810,480	252,395	29.7
16 1916	57,124	663,869	237,633	35.6
Write in 1 to 8 inclusive; in 12, 13, 14; in 16, mining risks only.				
17 Geo. W. Dornin—Springfield F. & M.				
17 1919	84,713	1,044,336	404,193	38.8
19 1918	78,845	865,831	274,307	31.7
12 1917	88,342	1,012,363	428,572	42.0
10 1916	81,161	916,501	421,359	45.6
9 1915	82,231	831,304	490,415	58.8
Write in 1 to 8 inclusive, 12, 13, 14. Two companies previously to 1918				
18 A. T. Bailey—Providence-Washington, Boston, Old Colony, New Hampshire, County.				
18 1919	66,000	1,028,112	386,512	37.6
20 1918	68,150	816,130	263,652	32.3
19 1917	61,929	668,487	233,635	34.9
19 1916	59,647	509,828	172,558	33.8
Write in 1, 2, 3, 4, 5, 6, 7, 8, 12, 13.				

Companies and Agencies		San Fran. Prem's	—Coast—		Ratio Percen.
			Prem's Rec'd	Losses Incur'd	
19	Benjamin J. Smith — Connecticut Fire, Westchester, Now Dick and Simpson.				
19	1919	65,609	975,527	380,757	33.0
18	1918	60,251	886,117	323,614	36.5
18	1917	65,429	799,922	264,089	33.0
17	1916	56,744	658,125	242,416	36.8
16	1915	62,752	608,423	340,049	55.8

Write in 1 to 8 inclusive, and 12, 13, 14.

20 J. L. Fuller — Norwich Union.					
20	1919	72,148	863,009	353,464	40.9
21	1918	49,858	730,355	230,090	31.5
20	1917	39,824	658,641	282,294	42.6
20	1916	33,277	507,048	227,763	44.9
22	1915	28,694	427,771	229,391	53.6

Writes in 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13.

21 Frank M. Avery — Fire Association, Philadelphia Underwr Victory.					
21	1919	73,150	792,775	298,473	37.7
23	1918	66,172	691,937	219,867	31.7
22	1917	60,062	587,344	183,586	31.2
24	1916	48,885	445,399	155,354	34.8
24	1915	57,000	418,844	245,794	58.9

Write in 1, 2, 3, *4, *5, 6, 7, 8, 12, 13, 14, 17.

* Philadelphia Underwriters only.

22 D. W. Clark — Northwestern National.					
22	1919	81,533	789,560	200,835	25.4
22	1918	69,043	705,291	179,056	25.3
24	1917	60,121	540,524	161,779	29.9
22	1916	55,584	485,525	166,974	34.3
25	1915	50,594	394,989	151,505	38.4

Writes in 1, 2, 3 and 14.

23 Carl A. Henry — Sun of London, Michigan F. & M., Patriotic Assurance, Sun Underwriters					
23	1919	74,160	705,822	234,261	33.9
25	1918	79,426	671,480	198,220	29.5
23	1917	65,280	564,763	200,511	35.1
24	1916	61,602	500,662	175,073	34.3

Writes in 1 to 8 inclusive, and 12 and 13.

24 Frank J. Devlin — † Atlas					
24	1919	62,571	705,305	286,151	40.5
26	1918	46,392	625,724	190,124	30.3
25	1917	46,407	521,534	203,300	38.9
23	1916	43,856	485,480	153,703	31.6
21	1915	42,874	438,389	259,228	59.1

Writes in 1 to 13 inclusive, and in 16. †Includes Atlas-Manchester figs.

25 E. C. F. Knowles — Phoenix of London, Imperial Assurance, Columbia.					
25	1919	81,754	694,419	335,699	48.5
24	1918	78,881	682,312	198,330	29.0
21	1917	67,813	595,897	244,532	41.0
18	1916	72,610	535,822	223,961	41.7
17	1915	82,236	539,686	328,340	60.8

Write in 1 to 8 inclusive, 12 and 13.

26 Selbach & Deans — Hanover, Delaware Undwrs., Concordia.					
26	1919	30,220	691,582	228,580	33.0
30	1918	28,559	503,028	176,586	35.1
28	1917	38,877	456,522	191,450	41.9
28	1916	23,514	370,010	147,382	39.8
30	1915	28,979	304,492	172,503	56.6

Write in 1 to 13 inclusive.

27 F. S. James & Co. — Urbaine, General, Eagle, Star and British Dominions					
27	1919	8,777	677,366	256,514	37.8
27	1918	7,037	602,408	152,581	25.3
36	1917	3,156	190,191	59,089	31.0
37	1916	918	113,540	26,862	23.3

Write in 0, 0, 0.

Companies and Agencies		—Coast—		Ratio Percent
		Pan Fran, Prem's	Prem's Rec'd	
28 Edward E. Potter & Sons — Glens Falls, Security New Haven Underw., Firemens, United American Eastern Underwriters				
28 1919	54,940	637,083	213,809	31.9
28 1918	51,514	575,132	186,353	32.4
26 1917	58,113	504,962	169,833	33.6
21 1916	60,230	486,432	232,101	47.6
18 1915	60,276	526,700	337,520	64.0
Write in 1 to 6 incl., and 8, 12, 13.				
29 Walter M. Speyer — New Zealand.				
29 1919	102,833	585,714	186,544	31.8
34 1918	90,933	483,567	128,140	28.7
29 1917	92,197	445,622	159,105	35.7
26 1916	91,211	408,528	111,194	27.7
19 1915	93,083	491,198	260,476	52.3
Writes in 1 to 10 incl., 12, 13.				
30 Miller, Henley & Scott—British America, Western Assurance and Firemen's Underwriters, Tokio M. & F.				
31 1919	45,169	560,525	144,058	25.7
33 1918	41,159	452,842	92,682	20.4
32 1917	42,511	357,558	127,491	35.6
33 1916	35,073	235,336	80,630	34.3
32 1915	37,032	224,483	106,625	47.5
Western writes in 1, 2, 3, 7, 12 and 13; British America in 2, 3, 12 and 13; Firemen's Underwriters in 1, 2, 3 and 13.				
51 F. M. Branch — New York Underwriters, Utah Home.				
31 1919	33,400	507,508	181,476	35.7
31 1918	26,235	470,255	177,663	37.7
27 1917	21,520	467,755	198,637	42.1
27 1916	25,849	404,566	140,264	34.7
26 1915	28,746	386,690	192,370	49.8
Write in all except 9, 10, 11, 12, 15, 16, 17, 18.				
32 J. F. Cobb — Nat'l Ben Franklin, Superior, United Firemens Republic, People's National, Pittsburgh Underwriters				
32 1919	149,777	422,800	113,214	26.7
35 1918	126,699	354,162	79,802	22.6
33 1917	117,050	275,047	52,120	19.0
30 1916	113,303	231,135	45,551	19.7
37 1915	86,898	186,201	61,590	33.1
Writes in 1 only.				
33 Chipman & Nauman — British & Federal Und., National Liberty Phoenix.				
33 1919	76,599	391,343	119,180	30.4
36 1918	65,932	333,780	114,126	34.2
35 1917	61,926	251,154	115,485	45.9
35 1916	50,028	200,757	73,540	36.6
33 1915	46,901	208,818	91,675	44.0
Write in 1 to 3 inclusive.				
34 H. W. Fores — Scottish Union & National, State Assurance.				
31 1919	59,708	352,296	117,791	33.1
37 1918	59,389	311,242	98,319	31.5
31 1917	54,319	259,782	83,494	32.1
34 1916	40,486	205,166	85,717	41.8
35 1915	41,021	197,757	93,912	47.2
Writes in 1, 5, 6 and 10 only				
35 C. De Vaux—Allemannia, Dubuque, Merchants, Central National.				
35 1919	72,380	318,367	61,457	20.0
1918	52,403	217,572	43,322	19.9
1917	23,218	145,628	41,493	28.2
36 Seeley & Co. — Stuyvesant, State of Penn., Pacific, Industrial New Jersey, United British, American Merchant Marine				
35 1919	41,551	280,170	118,207	42.2
39 1918	33,738	232,521	68,202	29.3
38 1917	47,743	165,940	62,719	37.8
31 1916	44,807	315,866	141,173	44.7
Writes in 1, 2, 3, 4, 5, 6, 7, 8, 12, 13, 14, 16, 17, 18.				

Companies and Agencies	San Fran. Prem's	Prem's. Rec'd	—Coast— Losses Incured	Ratio Percent
37 Wickler & Beales—National Union.				
37 1919	64,105	522,798	211,660	40.8
32 1918	62,167	466,182	200,475	43.0
31 1917	97,507	368,768	152,502	41.3
32 1916	85,022	306,947	108,457	35.3
27 1915	95,574	351,667	193,107	54.9
Writes in 1, 2, 3, 4, 5, 12, 13, 16.				
38 Marsh & McLennan—Reliance, Standard, Citizens, Northwestern Safeguard, Federal.				
38 1919	58,454	255,166	93,334	36.4
38 1918	44,354	265,058	56,813	21.0
37 1917	32,685	181,176	54,516	31.2
36 1916	28,147	169,002	61,540	36.4
39 1915	17,002	71,887	27,694	38.6
39 Netherlands F. & L. Ins. Co.				
39 1919	59,473	252,037	58,282	23.2
43 1918	44,608	182,457	58,410	32.0
00 1917	27,522	112,241	55,375	49.3
40 Walter H. Young—Automobile.				
40 1919	40,585	244,102	103,053	42.2
41 1918	33,624	196,269	61,043	31.1
40 1917	18,000	127,056	38,573	30.4
1916	6,259	28,258	13,939	49.4
41 John A. Hougard—Rhode Island, Nationale.				
41 1919	27,615	212,186	67,749	31.9
42 1918	24,194	181,100	67,613	36.7
39 1917	19,868	137,888	34,658	25.1
39 1916	16,070	102,794	19,265	18.7
40 1915	12,933	53,329	25,802	48.4
Write in 1, 2, 3, 4, 5, 6; also re-ins. all states.				
42 Central Fire Office—American Equitable, Great Lakes, Manu- facturers, Millers' National.				
42 1919	40,593	205,093	24,570	12.0
43 Watson & Taylor—City of New York, British America, Union.				
43 1919	35,226	159,156	71,602	45.0
45 1918	29,196	135,049	31,069	25.2
41 1917	28,410	98,466	40,333	40.9
38 1916	25,577	106,471	36,321	34.1
38 1915	22,398	91,032	49,696	54.6
44 J. F. Magee—Cleveland National, Columbian National, Detroit National, Minneapolis, Pacific, National.				
44 1919	22,207	141,604	71,815	50.7
44 1918	27,658	156,755	43,413	27.7
41 1917	25,149	113,647	31,590	27.8
45 Chas. R. Watson—Republic Underwriters.				
45 1919	66,333	128,266	34,578	27.0
46 1918	42,720	125,234	19,961	15.9
43 1917	21,878	49,702	8,279	16.6
1916	17,475	33,211	7,012	21.1
46 H. M. Newhall & Co.—Independence, Pacific States.				
46 1919	12,195	40,403	15,891	39.3
47 1918	7,911	121,847	37,503	30.7
47 1917	3,604	19,962	5,098	25.2
47 Macondray & Co.—Century.				
47 1919	9,795	18,118	8,158	45.0
49 1918	6,321	38,628	13,147	34.0
45 1917	7,973	21,549	3,678	17.1
48 Agency Co.—Guardian.				
48 1919	2,072	14,997	6,234	42.2
50 1918	2,414	37,616	1,338	3.5
44 1917	2,166	25,504	5,889	23.5

Companies and Agencies	Pan		—Coast—	
	Fran. Prem's	Prem's Rec'd	Losses Incur'd	Ratio Percent
28 Edward E. Potter & Sons—Glens Falls, Security New Haven Underw., Firemens, United American Eastern Underwriters				
28 1919	54,940	637,083	213,809	31.9
28 1918	51,514	575,132	186,353	32.4
26 1917	58,113	504,962	169,833	33.6
21 1916	60,230	486,432	232,101	47.6
18 1915	60,276	526,700	337,520	64.0
Write in 1 to 6 incl., and 8, 12, 13.				
29 Walter M. Speyer—New Zealand.				
29 1919	102,833	585,714	186,544	31.8
34 1918	90,933	483,567	128,440	28.7
29 1917	92,197	445,622	159,105	35.7
26 1916	91,211	408,528	111,194	27.7
19 1915	93,083	491,198	260,476	52.3
Writes in 1 to 10 incl., 12, 13.				
30 Miller, Henley & Scott—British America, Western Assurance and Firemen's Underwriters, Tokio M. & F.				
31 1919	45,169	560,525	144,058	25.7
33 1918	41,459	452,842	92,682	20.4
32 1917	42,511	357,558	127,491	35.6
33 1916	35,073	235,336	80,630	34.3
32 1915	37,032	224,483	106,625	47.5
Western writes in 1, 2, 3, 7, 12 and 13; British America in 2, 3, 12 and 13; Firemen's Underwriters in 1, 2, 3 and 13.				
51 F. M. Branch—New York Underwriters, Utah Home.				
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31 1918	26,235	470,255	177,663	37.7
27 1917	21,520	467,755	198,637	42.4
27 1916	25,849	404,566	140,264	34.7
26 1915	28,746	386,690	192,370	49.8
Write in all except 9, 10, 11, 12, 15, 16, 17, 18.				
32 J. F. Cobb—Nat'l Ben Franklin, Superior, United Firemens Republic, People's National, Pittsburgh Underwriters				
32 1919	149,777	422,800	113,214	26.7
35 1918	126,699	351,162	79,802	22.6
33 1917	117,050	275,047	52,120	19.0
30 1916	113,303	231,135	45,551	19.7
37 1915	86,898	186,201	61,590	33.1
Writes in 1 only.				
33 Chapman & Nauman—British & Federal Und., National Liberty Phoenix.				
33 1919	76,599	391,343	119,180	30.4
36 1918	65,932	333,780	114,126	34.2
35 1917	61,926	251,154	115,485	45.9
35 1916	50,028	200,757	73,540	36.6
33 1915	46,901	208,818	91,675	44.0
Write in 1 to 3 inclusive.				
34 H. W. Fores—Scottish Union & National, State Assurance.				
31 1919	59,708	352,296	117,791	33.4
37 1918	59,389	311,212	98,319	31.5
31 1917	54,319	259,782	83,494	32.1
34 1916	40,486	205,166	85,717	41.8
35 1915	41,021	197,757	93,912	47.2
Writes in 1, 5, 6 and 10 only				
35 C. De Vaux—Allemania, Dubuque, Merchants, Central National.				
35 1919	72,380	318,367	61,457	20.0
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1917	23,218	145,628	41,493	28.2
36 Seeley & Co.—Stuyvesant, State of Penn., Pacific, Industrial New Jersey, United British, American Merchant Marine				
36 1919	44,551	280,170	118,207	42.2
39 1918	33,738	232,521	68,202	29.3
38 1917	47,743	165,940	62,719	37.8
31 1916	44,807	315,866	111,173	44.7
Writes in 1, 2, 3, 4, 5, 6, 7, 8, 12, 13, 14, 16, 17, 18.				

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31 1917	97,507	368,768	152,502	41.3
32 1916	85,022	306,947	108,457	35.3
27 1915	95,574	351,667	193,107	54.9
Writes in 1, 2, 3, 4, 5, 12, 13, 16.				
38 Marsh & McLennan—Reliance, Standard, Citizens, Northwestern Safeguard, Federal.				
38 1919	58,454	255,166	93,334	36.4
38 1918	41,354	265,058	56,813	21.0
37 1917	32,685	181,176	54,516	31.2
36 1916	28,147	169,002	61,540	36.4
39 1915	17,002	71,887	27,694	38.6
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00 1917	27,522	112,241	55,375	49.3
40 Walter H. Young—Automobile.				
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41 1918	33,624	196,269	61,043	31.1
40 1917	18,000	127,056	38,573	30.4
1916	6,259	28,258	13,939	49.4
41 John A. Hougard—Rhode Island, Nationale.				
41 1919	27,615	212,186	67,749	31.9
42 1918	24,194	184,100	67,613	36.7
39 1917	19,868	137,888	34,658	25.1
39 1916	16,070	102,794	19,265	18.7
40 1915	12,933	53,329	25,802	48.4
Write in 1, 2, 3, 4, 5, 6; also re-ins. all states.				
42 Central Fire Office—American Equitable, Great Lakes, Manu- facturers, Millers' National.				
42 1919	40,593	205,093	24,570	12.0
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48 1919	2,072	11,997	6,234	42.2
50 1918	2,414	37,616	1,338	3.5
44 1917	2,166	25,504	5,889	23.5

MISCELLANEA

West Coast Life Made Large Gains in First Half of 1920

San Francisco's leading life insurance company, the West Coast Life, wrote in the six months ending June 30 a total of \$8,250,000 new business, a highly creditable gain of 47 per cent over the total written in the same months of 1919.

Pioneer Life Income Contract for Agents

Commissions on first and second year's business, and thereafter a monthly income, with also a provision for income in the event of total and permanent disability. The agent's family will be provided for if he should die while in the service of the company; and if the agent continues in the service of the company for twenty years he will receive a life income, whether he remains with the company or not.

Such is the liberal contract given the agents of the West Coast Life of San Francisco, which names it the "Pioneer," in the certainty that others will follow in the same path of welfare.

San Francisco.—The Federal Reserve Bank has notified all tenants of the building at the northwest corner of Sacramento and Battery streets to move within sixty days. The building will be torn down.

Farm Dwellings—92 Per Cent Total

In Oregon last year 92 per cent of the farm dwelling fires were total losses. Cities and towns had only

57 per cent total losses. The favorable difference was the result of fire protection.

Died

R. H. Purcell, manager of the Western department of the Liverpool & London & Globe at Chicago, died suddenly last week, aged 49. He was formerly a special agent for the company in Colorado, Wyoming and New Mexico. He had been Western manager only six months.

Aviation Loss in Southern California

The eight passenger, tri-motor aerial limousine operated by the California Aerial Transport, Inc., was damaged to the extent of approximately \$15,000 in a crash resulting from a poor take-off at the Chaplin field near Los Angeles. While only a few feet off the ground the right motor died, causing the plane to swerve into a palm tree. The tree stripped the landing gear and the plane dropped, nose down, and turned over. The loss will be fully covered by a collision policy in the Fireman's Fund.

\$400,000,000 National Heap

Present indications are for a grand total of four hundred million American fire losses in 1920, with only a small increase in fire premiums. This total would be \$3.80 per capita.

About 9,000,000 gallons of gasoline exported from San Francisco in May and June.

Shakespeare says: "As true as plantage to the moon."

Commissioner Mansfield's Connecticut Life and Miscellaneous Insurance Report 1920—Influenza and War Caused Enormous Gains

Part II, Life, Accident, Casualty, Fidelity and Surety Companies, business of 1919: Burton Mansfield. A serviceable and standard annual public document of nearly 1150 pages.

We shall make some quotations, as follows:

One company reported for six months of 1918-1919 influenza deaths under age 40 numbered 1489, and over 40, 517, a total of 2006, carrying over \$6,350,000 insurance maturing by the epidemic.

Thirty-two fraternal insurance societies had their mortality experience doubled by the epidemic; and their sickness payments were more than doubled during the influenza period.

Health premiums written by 18 companies carried an average claims ratio of 44.5 per cent before, but during the influenza period the per centage rose to 82.4.

The "plague," however disastrous to an unexampled degree, stimulated both life and health business. Many persons insured who never insured before.

Various reasons for the enormous increase in life insurance are summarized as—

The Influenza Epidemic,

Advertising Given Life Insurance by the Government Insurance on Soldiers and Sailors,

General Prosperity,

Decrease in the Purchasing Power of Money,

Group Insurance,

Corporation and Inheritance Tax Insurance.

In the first six months of 1919, 29 American life companies wrote \$3,342,118,296 new insurance. This was an increase of 78.9 per cent.

The increase in 1917, first half, was 23.5 per cent; but in 1918, because we were actively at war, with several millions of men under arms, there was 12.0 per cent decrease.

Fraternal societies nearly doubled the total of their new insurance in the first six months of 1919.

Accident and health premiums in 1919 amounted to \$310,622,622, over one-third being from workmen's compensation. Losses paid amounted to \$111,967,306, or 36 per cent.

Western Live Stock's premiums barely equaled losses; hence the company's untimely end.

Seven companies write fly wheel policies, with a total \$712,000 premiums.

—President Levison of the Fireman's Fund sailed from England on the steamship Aquitania July 17, arriving in New York July 25. About August 2, after a three-months absence, he will be at his desk in San Francisco.

—Newcastle, Cal.—Hotel and contents destroyed by fire.

—The new Balfour building, Sansome and California, San Francisco, 15 stories, is all rented already.

—Coast Review's printing troubles are ending, we hope. It long has been and still is hard to get good and sufficient help. Our tabular and other work has suffered.

SELLING

—

Essentials of Salesmanship

It is not necessary to become an actuary and understand how premiums are built, reserves computed, and like technical matters. But we confess we sometimes think some of this knowledge would make still more efficient salesmen. You are not supposed to get all the knowledge you have about your policies for the benefit of your prospect, but for the benefit of yourself. We have not forgotten one thought emphasized by a company official when we started out to sell insurance—"A man is always eloquent over what he believes in and thoroughly understands." It is impossible for the salesman to understand a life insurance policy too well.

Should a salesman master all the life insurance policies his company issues? Yes, at least to the extent of a correct understanding of their main features. How otherwise can he sell his prospect the policy that will most fully meet his insurance needs? It is always well, however, to specialize on the policy or policies that appeal most strongly to the salesman himself. But he is not the salesman he should be if he allows his favorite policy to so dazzle his vision that he cannot see clearly the exact insurance need of his prospect. Our ideal salesman equips himself to give the maximum of good service to his clients through being familiar with all the goods his company has to sell.

It is just as essential for the salesman to study his prospect as it is for him to know his policies. Unless this is done it is only a chance whether the sale effected will give satisfaction and secure a permanent policyholder. In the matter of lap-sation, life insurance would have had a far more favorable history had salesmen always been careful to first study their prospects. The tailor can secure an exact fit only by taking his customer's measurements. How can the salesman fit the policy to his prospect unless he measures beforehand as exactly as possible his need for insurance protection?—C. I. D. Moore in *Pacific Mutual News*.

—

The handsome man should be a great success—as a writer of insurance on the lives of women.

—

Paint fire in Los Angeles. Brinin-stool Paint Co. Loss reported \$100,000.

—

Mrs. Edwin was showing Selma, the new Swedish maid, "the ropes." "This," she said, "is my son's room. He is in Yale." "Ya?" Selma's face lit up with sympathetic understanding. "My brudder bane there, too." "Is that so? What year?" asked Mrs. Edwin, somewhat surprised. "Ach, he bane got no year; the judge yust say, 'You, Axel, sixty days in yail.'" —Argonaut.

—

Supple knees feed arrogance, and are the proud man's fees.—Shakespeare.

GENERAL

Cyclones and Tornadoes and Windstorms

Each differs from the other, in violence, appearance and damage. Some merely push things over, some smash things, others twist, lift and carry. The cyclone is most dreaded and most destructive, though usually its path is a narrow one. It appears to create a vacuum, so that trees and shrubs burst their bark and building walls fall outward. The cyclone does as much damage as a No. 9 earthquake. The tornado is an angry power and the windstorm is merely rough and playful.

Recently our Pacific Northwest has been visited by windstorms which did considerable damage, notably in Montana and eastern Washington. Large hail stones fell in some localities and

damaged fruit and grain.

Underwriters will find good fields here for the cultivation of storm and hail insurance, with some recent testimony from the skies.

These elemental disturbances seem to avoid large cities, a fact which suggests that they are electrical in their origin.

Government Needs the Money

If you put up your money or Liberty bonds to get your friend out on bail, and he finally goes to jail and is fined, a federal court in San Francisco rules that the Government recognizes no third party, but will collect the fine out of the bail money.

"Many fraternalists appear to be losing ground," says Insurance Commissioner Fairchild of Colorado.

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. ☞ IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. ☞ THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR

Write for Complete Information

The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL - JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920) . . . \$15,871,765
NET SURPLUS, . . . 5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS, \$3,315,679
SURPLUS TO POLICYHOLDERS, 1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine
COMMERCIAL UNION
ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
 PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

Losers Weepers!

Mr. Powell, of Texas, was a man of affluence and of color, owning a restaurant and rooming house, at which duly appeared Mr. Williams, a man of similar class—at least his color was indisputable, and his affluence skillfully and convincingly intimated. Then comes Mr. Morgan, a friend of Mr. Williams, and in the very presence of the rooming-house proprietor and his guest Mr. Morgan picks from the ground a pocketbook containing a bill of \$1000—one thousand dollars. Mr. Williams remarks to Mr. Morgan: "You gotta square us up!" It was agreed that Mr. Powell might come in to the "squaring" if he would sweeten the pot with what of lucre

he had at hand. He did. The twain then departed to get the bill changed, and— Incident thereto is the nice question whether the false pretense was the fact of finding the bill or the mere promise to return in the future with the money. The court holds that it was the latter promise that parted Mr. Powell and his money, and that such promise was not an offense. See *Williams v. State*, 209 S. W. 655.—Docket.

Truly, man really lives only in his dominant thought. Therefore earnestly see to it that every morning you wisely choose a dominant thought for the day.

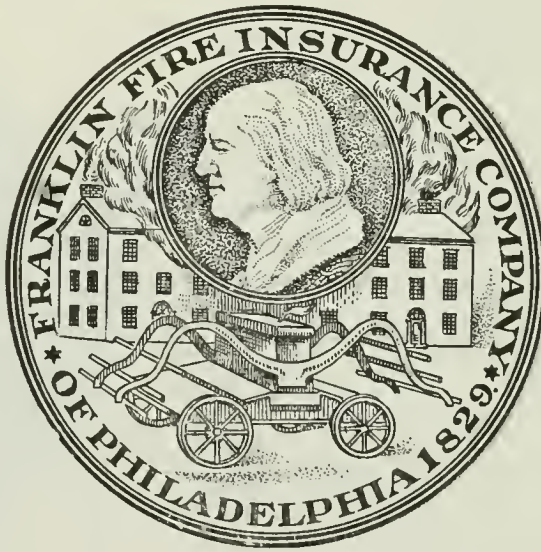
You will surely go to — if you don't keep well.

"You may delay, but Time will not."—Benjamin Franklin.

THE FRANKLIN FIRE INSURANCE COMPANY of PHILADELPHIA

ELBRIDGE G. SNOW, President

Organized
1829



Charter
Perpetual

FIRE and ALLIED BRANCHES OF INSURANCE

LIBERAL CONTRACTS OF INDEMNITY

Guaranteed by funds ample to meet without delay all obligations, and backed by a Complete Service Organization and by a Management well known for its practice of Prompt and Equitable Adjustment of Losses.

*89 Years Old, With an Unblemished Name and
Honorable Record*

AGENTS THROUGHOUT THE UNITED STATES

The Oregon Fire Marshal's Bulletin

Fire Marshal Barber's Bulletin for July is an excellent one. We read every line.

The "Do Nots" are as good as dough nuts. Here are samples for the reader to taste:

Do not smoke in bed nor while lying down; nor smoke in a barn or garage or harvest field nor near a hay stack; nor smoke in or around a saw mill or planing mill or near straw, or hay; nor smoke while working in or around an automobile; nor throw burning stumps of any kind from a moving car; etc.

Loss of life in Oregon in 1919 from fires was fifteen, eleven deaths being mothers and children.

Lodges, schools, churches and similar buildings had 134 fires with hazard to life.

Eight arsonists were arrested and convicted.

Careless smokers caused a loss of \$108,194.

Rubbish piles, showing uncleanness and neglect, caused fires destroying values amounting to \$421,629. Clean up!

Spontaneous combustion is "the ignition of a body by the internal development of heat without the action of any external agent," and if you are really anxious to know whether such can occur you can satisfy yourself with a few harmless experiments. Tests have been made, and it has been demonstrated by heating a few of the oils on waste in a chamber at a temperature of 130-170 degrees F. that boiled linseed oil

ignited in 1¼ hours; raw linseed oil in 4 hours; lard oil in 4 hours; olive oil in 5 hours; sperm oil in 4 hours, and castor oil in 24 hours. A few other common articles of commerce which are subject to spontaneous combustion are:

Charcoal when freshly calcined, freshly powdered, when heated, when moist, in contact with fats and oils, tightly packed, or when stored in large piles.

Oiled clothing stacked in piles.

Lithographed posters (show bills, etc.) in piles.

Hay stored away before sufficiently cured.

Silks, weighted and black-dyed, tightly rolled or closely piled.

Cotton cloth, if insufficiently washed after dyeing, in rolls or piles.

Soft coal, in large piles or otherwise, arranged so that the heat is not readily dissipated as generated. The presence of moisture increases the action. Coal which contains a large percentage of volatile matter and sulphur seems to possess the greatest tendency to heat.

Oily rags, waste flax, hemp, jute, etc., floor sweepings from oiled floors, metal shavings and refuse from machine shops, briquettes, Spanish black, tan in piles when warm and damp, dyewoods, sawdust, coal dust, manures, hops, tobacco and many others.—Oregon Fire Marshal's Bulletin.

"What do you think of the Polish Diet?"

"Very poor! Black bread and beans."

AMERICAN COMPANIES

CAPITAL. NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES		EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
Hamilton Fire, New York, 1852	1920	\$ 1,723,635	\$ 919,208	\$ 804,426	\$ 548,337	\$ 938,559	\$ 1,003,008	\$ 735,390	\$ 452,054	\$ 259,340	48.1	27.6	\$ 24,471	\$ 15,013	% 61.4
Capital \$ 200,000	1919	1,139,350	828,122	611,228	557,134	1,040,032	1,087,234	581,732	387,981	173,752	37.3	16.6	26,369	10,103	39.5
Net Surplus 604,422	1918	926,487	471,367	455,120	304,440	623,706	657,444	330,668	225,064	89,047	11.0	14.4	21,205	4,266	20.0
	1917	629,612	253,725	375,887	150,449	293,692	322,094	219,623	149,999	53,627	51.0	18.3	12,899	7,144	54.5
													11,330	1,876	43.0
Hanover Fire 1852	1920	6,373,119	4,143,751	1,929,368	3,636,597	4,050,630	4,341,382	3,953,375	1,752,035	1,730,506	43.2	42.7	374,764	123,601	32.9
Capital \$ 1,000,000	1919	5,840,185	4,199,991	1,690,191	3,345,370	3,674,470	3,879,392	3,673,103	2,100,681	1,472,422	57.2	40.1	262,800	78,066	30.0
Net Surplus 929,368	1918	5,643,576	4,031,172	1,609,404	3,357,247	3,800,861	4,076,210	3,267,499	1,724,217	1,383,252	44.0	35.6	203,782	84,797	41.6
	1917	4,921,189	3,015,108	1,906,081	2,635,413	2,669,901	2,780,423	2,436,846	1,292,067	1,044,771	49.2	40.0	189,850	73,384	38.6
	1916	4,542,457	2,710,176	1,802,280	2,481,088	2,264,978	2,553,395	2,548,843	1,220,621	1,069,220	53.9	47.2	67,930	143,162	63.9
Hartford Fire 1810	1920	50,500,321	32,501,366	18,089,055	25,548,915	35,103,081	36,590,463	28,288,965	13,574,745	13,676,871	38.7	38.9	2,859,190	992,403	34.7
Capital \$ 1,000,000	1919	39,723,889	24,600,229	11,123,660	23,170,417	30,873,004	32,084,673	26,288,965	14,788,236	10,700,729	47.9	34.7	2,608,403	1,213,949	42.7
Net Surplus 11,089,055	1918	34,634,101	21,546,575	10,107,326	19,816,849	25,609,667	26,655,261	21,215,695	11,468,863	8,366,832	44.7	35.0	2,282,178	879,126	38.5
	1917	29,878,349	19,496,123	10,382,226	17,173,360	20,351,480	21,376,139	19,637,973	11,230,084	7,597,859	55.2	37.3	2,603,218	746,267	37.2
	1916	28,277,827	18,926,854	10,050,973	16,350,362	19,379,628	20,479,836	19,049,712	10,381,928	7,867,763	50.6	38.4	1,673,595	859,434	51.3
Hibernia Underwriters	1920	51,505,060	32,769,097	21,825,966	27,092,838	35,036,287	37,429,211	28,573,574	13,957,847	13,115,727	38.5	38.8	..	..	..
	1919	50,201,005	29,034,302	21,256,704	23,559,949	31,598,247	33,701,319	26,650,014	14,607,292	10,542,792	46.2	33.4	..	..	..
	1918	44,018,652	25,017,401	19,001,251	20,290,351	25,051,741	26,830,979	21,333,521	11,338,315	8,435,204	43.8	33.7	..	..	..
	1917	40,047,515	19,395,767	20,651,748	16,179,042	18,820,826	20,523,868	19,229,209	11,051,671	6,857,538	58.7	36.4	..	..	..
Hona 1853	1920	51,595,060	32,769,094	21,825,966	27,092,838	35,036,287	37,429,211	28,573,574	13,957,847	13,115,727	38.5	38.8	2,859,549	1,191,218	42.4
Capital \$ 6,000,000	1919	50,291,005	29,034,302	21,256,704	23,559,949	31,598,247	33,701,319	26,650,014	14,607,292	10,542,792	46.2	33.4	2,859,545	1,191,226	41.7
Net Surplus 15,825,966	1918	44,048,652	25,047,401	19,001,251	20,290,351	25,051,741	26,830,979	21,333,521	11,338,315	8,435,204	43.8	33.7	2,603,218	746,267	34.2
	1917	40,047,515	19,395,767	20,651,748	16,179,042	18,820,826	20,523,868	19,229,209	11,051,671	6,857,538	58.7	36.4	2,098,762	1,084,961	51.7
	1916	37,982,741	18,416,567	19,536,177	15,878,826	18,245,129	19,889,314	17,478,250	9,708,418	6,884,926	53.2	37.7	2,040,412	1,028,341	50.4

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Sample Page Coast Review Fire Chart for 1920

The Amenities

On the receipt of the first news of the recent shocks of earthquake in Los Angeles the mayor of San Francisco sent a telegram of sympathy to the mayor of Los Angeles, in behalf of the people of the northern city, and tendering aid if any should be required.

The mayor of the southern city acknowledged with thanks the tender of aid but said that none was required.

The Los Angeles "Times" printed the two amiable letters under the heading, in big type, "Mayor Sny-

der Calls the Bluff of the Bay City's Mayor."

First rumors, as usual, greatly exaggerated the damages by the four shocks, as was the case in 1906 when San Francisco had a forty-seconds shake.

A babbling brook is probably called so because it can't keep its mouth shut.

National Fire Protection Association meets in San Francisco June 7, 1921.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over	.	.	.	.	.	.	\$16,500,000.00
Losses Paid, Over	.	.	.	.	.	.	\$100,000,000.00

Pacific Department :

J. L. FULLER, Manager
FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street
 SAN FRANCISCO

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation ^{OF} NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency ^{OF} NEW YORK

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

Pacific Department, 369 Pine Street, - San Francisco

CONNECTICUT

WESTCHESTER

FIRE INSURANCE CO.

FIRE INSURANCE CO.

OF

OF

HARTFORD

NEW YORK

ESTABLISHED 1850

ESTABLISHED 1837

FRED'K S. DICK and HARRY L. SIMPSON,
MANAGERS

PACIFIC DEPARTMENT
SPRINGFIELD

F. & M. Ins. Co.
of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst. Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

National?

A life company bulletin says there will be "knashing" of teeth.
The man with a vocation seems never to need a vacation.

It seems to me that American insurers should help out the Germans by establishing branches in that young republic, collecting and paying real money.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655 00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

FIRES

Refusal of a bank to honor a merchants' or traders' check when sufficient funds are on deposit constitutes a slander of the merchant's or trader's business, and general damages are allowed as a matter of course, without proof of special damages.

Kilauea volcano, near Hilo, T. H., is a shooting fountain of molten lava.

Rumored that the Maryland As-

urance will also reinsure its life business.

As expected, a good deal of riot insurance is being written in Ireland.

Newspapers are reporting an increasing number of auto accidents. Booze accounts for many.

"Don't wear anything to attract or concentrate the eye of the prospect," says a life company paper. As, for instance, a \$250 diamond or a red nose.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

*Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage*

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Cox for President. What a disappointment when we come to realize it was not "our Freddy" from Perth Amboy, but the man who put the casualty companies out of busi-

ness in the great state of Ohio. They said he has been a fair friend to fire insurance companies in that state, so take him or leave him.—Weekly Underwriter.

Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion INSURANCE

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO

T. J. KELÉHER, STATE AGENT,
LOS ANGELES

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
W. T. Booth. Los Angeles:—Wm. C. Carlyon. Helena:—Edwin Pendrey

TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada

VULCAN FIRE Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . . 920,574 63
Cash, Bonds and
Secured Loans, 1,349,594 02
Other Assets, 177,129 00
Total Assets, 1,526,723 02
J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco
ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER

Life Policy Buyers Are Invited

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

*of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts*

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

Widows ought to make good life insurance solicitors—especially the widows of men who failed to insure.

WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?

FIRE**EXPLOSION****AUTOMOBILE**

FIRE ASSOCIATION OF PHILADELPHIA VICTORY INSURANCE COMPANY PHILADELPHIA UNDERWRITERS

Pacific Coast Department: 204 - 214 Pine Street, - San Francisco

F. M. AVERY, Manager C. L. BARSOTTI, Asst. Manager

**Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco; GEO. F. STANIFORD, Los Angeles;
SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.**

**N. IRVING WINTERBURN,
Supt. City Department**

**CLEVE J. THOMSON,
Supt. Automobile Dept.**

MISCELLANEOUS

George W. Perkins, financier of New York City, and noted the country over for his philanthropies, his former connection with the banking house of J. P. Morgan & Co., and for his long association with life insurance, was also a director of the Great American and American Alliance Insurance Companies of New York at the time of his sudden death. Mr. Perkins gradually has been retiring from business, and the directorship above noted was one of the few retained. He was deeply interested in the progress of the Great American, and stood squarely behind President C. G. Smith in his successfully concluded plans for increasing the capital of the Great American to \$10,000,000. The stockholders of this company, by the way, have paid in the largest amount in cash to this company for the protection of its policy-holders of any company anywhere, namely, \$11,500,000.

"Mad as a hatter," ran the old saying, which doesn't apply now-a-days—not to the clever ones who are paid \$10 per short day. The educated bricklayer also is paid a like wage, while in some places the trained plumber idles away his time for \$12 a day.

International thieves, real bolsheviks, members of the crews of the International Marine, robbed the cargoes of a million dollars worth of merchandise, and had no trouble in landing the swag when in harbor. Sailors and longshoremen were in the pool.

Some of our states have penalties for "vexatious delay" in payment of claims, in addition to attorney's fees. Other states allow "damages" up to twenty-five per cent of the claim, in addition to the loss and attorney's fees, if claim is not paid within sixty days of demand. The Georgia law reads, "provided it shall be plain to the jury that the refusal of the company to pay said loss was in bad faith."

President Edwards of the National Association of life men is visiting towns and cities of the Pacific West.

AN ANCHOR TO WINDWARD

Safeguarding the Future of the Life Insurance Salesman



The Pioneer Service Income Contract of the WEST COAST LIFE is the ideal agency contract for the salesman who is ambitious to build a profitable future in the sale of life insurance. It provides:

1. Attractive first year and Renewal Commissions
2. A Monthly Income based on Efficiency
3. A Mortuary Fund for the Agent's family in the event of his death while in the Company's service
4. A Life Income after 20 years of continuous service with the Company
5. Provisions against Total and Permanent Disability

These Contracts are made directly with the Home Office. If *YOU* are interested in obtaining the maximum income from your efforts as a salesman, write for full information upon the subject to—

CHARLES W. HESLER, Vice President

WEST COAST LIFE INSURANCE COMPANY, SAN FRANCISCO, CAL.

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover,	.	.	One Dollar
Flexible Cloth Cover,	.	.	One-Fifty
Red Pegmold Cover,	.	.	One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A.
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

EXCLUSIVE WORKING RIGHTS and STRONG HELPING PLAN

*in a rich and prosperous district, are available to a life insurance salesman, **Who is a Salesman**, as a representative of a **strong mutual company--***

ONE OF AMERICA'S GREATEST

Write N. Y. Z., Care of this paper

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.
CALEDONIAN INSURANCE CO., Edinburgh
CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.
NORTH CHINA INSURANCE CO., Ltd.
QUEENSLAND INSURANCE CO., Ltd.
ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.
UNION INSURANCE SOCIETY OF CANTON, Ltd.
SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Do You Remember When

The old Tivoli in San Francisco
had "The Spanish Mail" on its drop
curtain?

Louise Leighton or Louise Lester

was the prima donna?

Gracie Plaisted imitated Wagner?

Eckert was tenor?

Edwin Stevens played the part of

Jupiter as the buzzing fly?

"Your husband seems pleased." but he's perfectly delighted because
 "Yes, he played golf this afternoon." he can sit down and figure how it
 "Did he make a good score?" "No, ought to have been an 87."—Detroit
 took the same old hundred and two, Free Press.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

ANNUAL STATEMENT, DECEMBER 31, 1919

Assets	\$19,874,289 31
Liabilities	16,807,696 37
Capital	1,000,000 00
Surplus over all liabilities	2,066,592 94
Losses Paid to Dec. 31, 1919	71,393,272 71

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation Automobile Liability, and all other Liability Lines
---	---	---

PACIFIC COAST DEPARTMENT—California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
 Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
 & CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DEN-
 VER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO;
 Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—359 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid;
 \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

Bunco Work in Washington

Employees of the Bureau of War Risks have been arrested on the charge of swindling claimants by telling them that only \$200 was due but more could be collected for a fee of one-half the additional amount.

This petty rascality is as bad as that of the life insurance agents who met returned sailors and soldiers in New York and Los Angeles and persuaded them to give up their war insurance as worthless and take out insurance in their company at a higher cost.

Alameda, county, Cal., opposite San Francisco, has 344,127 population.

Lightning

A thunder and lightning storm brought two inches of summer rain in Washington.

Lightning struck a moving train in the Middle West.

Lightning is responsible for the loss of 150 lives yearly in this country and for one-third of the barn fires.

Bunches of forest fires are started by lightning, even in dry California.

Lightning last week set fire to a tree in Petaluma, Cal. The interior of the tree burned several days.

Rats gnawing matches started a blaze at 59 Grant avenue, San Francisco.

Scottish Union and National Insurance Company Of Great Britain.

Organized 1821,

**Fire — Lightning — Tornado
Automobile — Sprinkler Leakage**

**North American Branch:
Hartford, Conn.**

**JAMES H. BREWSTER
MANAGER.**

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,
706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,
605 Mohawk Bldg., - Spokane, Wash.
for Montana, East'n Washington and Idaho

H. W. FORES, San Francisco, Cal.,
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REVIEW.**

***This is Cash Work and
a Bonus***

**Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.**

WRITE NOW! RIGHT NOW!

Log Rafts

On the Columbia river a log raft 720 feet long, 10 feet wide at the ends and 55 in the middle, is being built to be towed to San Diego. It will contain 6,000,000 feet of timber. There is a talk of two similar rafts to Liverpool.

President Levison of the Fireman's Fund represented the San Francisco Chamber of Commerce at the International Chambers of Congress at Paris.

The Northern Life of Seattle has made a great success of its three-in-one policy.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO. OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS \$4,693,580.00

LIABILITIES IN UNITED STATES 2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

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of NEW YORK, N. Y.

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and Local Agents

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CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

A Turn-Up Nose

A poor chap asked Professor Schlosser of Prague to "cut off his snout" so that he can become a "nose artist." He had heard of the remarkable success the surgeon recently had in making a new tip for a man who had lost the end of his proboscis by transplanting skin and muscle from the forehead. The patient can move the restored tip in every direction—up, down, right, left, and even raise it like a tapir.

"Half the women in the world retail gossip," growled Mr. Gabb. "Only half of them?" sneered Mrs. Gabb. "Yes," replied Mr. Gabb. "The other half wholesale it."—Cincinnati Enquirer.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

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General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

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San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

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33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

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Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant avenue
San Francisco, Cal.

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917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

Charged With Embezzlement

William Templeton Horne, a former San Francisco insurance man, is charged with embezzling \$1,500 cash and \$5,000 worth of jewelry from Mrs. Margaret Le Prevost, who says he went to New York in March of last year with an order for her jewelry; that he received the jewelry and also drew \$1500 of her money from a New York bank, and that he then disappeared. It is now known that Horne went to Australia, where he was recently married. Horne says he placed the jewelry in a safe deposit box, and denies any wrongdoing. Mrs. Le P. appeared before the justice and obtained the dismissal of her charges against H.

MARINE.—The New York law requiring that all American business written by home offices abroad must be reported to the state insurance department through United States branches is responsible for the London announcement that no more marine business of American origin will be written in Britain. The law was enacted chiefly because such business, especially by German reinsurers, paid no taxes and therefore unfair competition as to rates.

Press dispatches announce the suicide of the wife of Gen. Daniel M. Bedell, New York politician and insurance broker.

Fire Chief Showman of Pomona, Cal., reports for the fiscal year fifty-seven fires with a total of \$11,139 losses.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

62 WILLIAM STREET, NEW YORK

American Railways Must Be Treated Liberal as Well as Justly

But what good will it do to produce all the commodities that the world can consume, if transportation facilities are inadequate to the task of distribution?

Distribution is just as important as production, and crippled railway facilities cannot haul normal production to market, much less the kind of abnormal production necessary just now to the world's needs.

If every laborer in the United States were putting every ounce of power in his bones and muscles, backed up by an overpowering will to work, into forty-eight hours of production every week, the railroads of this country would be unable to handle the output.

During the eight-year period from 1909 to 1916, the railroads of this country supplied a yearly average of 150,600 new freight cars, 3,180 passenger cars, 2,970 locomotives.

During the war period the annual average was 75,000 freight cars, 850 passenger cars, 1,900 locomotives.

In other words, the gross shortage of equipment today is 226,000 freight cars, 7,000 passenger cars, and 3,000 locomotives.

The railway executives figure the imperative, immediate needs for equipment call for 100,000 freight cars, including 20,000 refrigerator cars, 2,000 locomotives, 3,000 passenger cars and 1,000 baggage cars, costing in round figures at present prices \$610,000,000.

The high cost of living has struck a body blow at the railroads. Operating expenses have increased more than a hundred per cent, while operating revenues have increased less than half that amount.

These are the conditions we are facing. All the theorizing in the world is not going to change them one iota.

Our railroad rates before the war were the lowest in the world, and since the war, England has raised rates on freight by 71 per cent, France 140 per cent, Belgium 100 per cent, Italy 40 to 100 per cent, Holland 70 to 140 per cent, Sweden 200 per cent, Norway 150 per cent, besides enormous increases in passenger rates in each of these countries.

Today a given unit of any commodity will buy more transportation than ever before in the history of the world.—V. H. Hanson.

J. Scofield Rowe, New York, has disposed of his stock interests in the Maritime Underwriting Agency, Inc. In the fall Mr. Rowe will re-engage in the general insurance business.

Do wireless messages explode mines, fire balloons and gasoline tanks, and perhaps powder magazines also? French scientists believe it possible. Fire and marine underwriters are interested in this possibility, for wireless waves may spark on a conductor.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS UNDERWRITERS

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

JULY

A Useful Publication

In its 49th year

Fire Offices Are Heavily Taxed

Fire companies reporting to the New York department paid \$27,966,791 taxes last year.

The companies are really collectors of taxes—handy aids who are paid no salaries for this work.

The Federal Government taxes the companies; so do forty-eight states and two territories—so much of states' rights has not been taken away. And whenever possible counties and towns and fire districts also tax the companies; and there are also taxes for fire marshals and fire patrols and salvage corps and firemen's relief funds, and special premium taxes, in some states, for the support of fire departments. There are also fees of various burdensome kinds for the support of state insurance departments.

No other business is so heavily taxed nor compelled to make such elaborate reports, nor compelled to pay a licence fee for every salesman.

The Federal Government and some state governments tax the companies' stock; in some states the agents' balances (premiums in course of collection) are taxed, and there are other special taxes.

Special deposits are required, and taxed, if possible; and the depositors are required to pay for the care of the securities deposited and for cutting and forwarding the coupons thereon.

The fire company (and any other company) is required to pay, first, an admission fee to the state insurance department; and then a fee for filing the annual statement; a fee for filing certificates of permits to do business; for filing various papers required; for filing surety bonds for payment of taxes; for filing certificates of deposits; for affixing the seal of the department; for certificate of publication of annual statement.

It is a crazy system of taxation—unjust, burdensome, annoying, and not uniform.

Why should a good citizen who insures his property, life and loss of time by disability be charged with these special taxes for the governments, while the citizen who does not insure escapes them?

The man with combustible property is made to pay more taxes than the man who does not. Is that just? In the nature of things these special taxes are an expense—a part of the cost of doing business.

The Woodland, Cal., fire department will be motorized.

Orosi, Cal., is to have a new bank building costing \$50,000.

In the Middle West farmers met the I. W. W. agitators and drove them from the harvest fields.

Los Angeles had thirty blazes on the Fourth.

Volume 96
Number 8

AUGUST
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FORTY-NINTH YEAR

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Insurance Publishing Co., Publishers

Death of Manager Sam B. Stoy
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Failure of American Indemnity Exchange
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Extraordinary Increase of Coast Fire Losses
California Insurance Company Now Has \$1,000,000 Capital
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New York
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Subscribers in the East, in Europe, in
South America, Japan, China, and
Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street
CHICAGO OFFICE: Insurance Exchange
NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.
SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65
Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

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OLDEST INSURANCE COMPANY IN THE WORLD

TWO HUNDRED AND TENTH YEAR

SUN **INSURANCE OFFICE** **OF LONDON**

FOUNDED IN 1710

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN **FIRE and MARINE** **INSURANCE COMPANY**

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$1,950,400 05
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,414,889 24

PATRIOTIC **ASSURANCE CO. Ltd** **OF DUBLIN, IRELAND**

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,611,870 09
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,091,408 00
SURPLUS 13,991,760 00
TOTAL RESOURCES 32,691,408 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Territory of Hawaii, Alaska
and British Columbia

CARL A. HENRY, GENERAL AGENT

SUN BUILDING

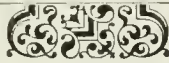
Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$33,000,000.00

ON April 1, 1907, after settlement of its San Francisco conflagration losses, the Fireman's Fund Insurance Company was rehabilitated with gross assets of \$5,300,000, reserve \$2,700,000, net surplus \$550,000, and policyholders' surplus \$2,150,000.

On April 1, 1920, with the increase in capital stock fully paid, the company has gross assets of \$22,500,000, reserve \$10,000,000 net surplus \$6,000,000, and policyholders' surplus \$9,000,000.



FIRE

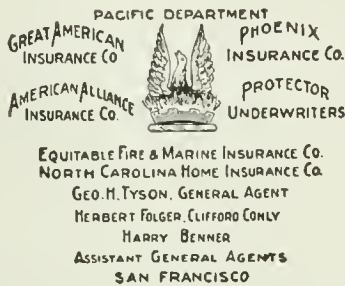
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



CHAS. A. HULME, MARINE BRANCH MANAGER

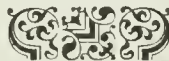
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HOME INSURANCE CO. OF NEW YORK



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TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



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 (NOT AN INSURANCE SOCIETY)

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 INEXPENSIVELY**

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417 Montgomery Street,
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 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, \$400,000 00
Net Surplus, 414,251 03
Total Assets, 1,579,366 87

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W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

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 R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;
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**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
 and at the rate of "Dollar for Dollar."**

**Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
 Explosion, Plate Glass, Fidelity and Surety Bond**

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LONDON & LANCASHIRE FIRE INSURANCE CO., Ltd. **Of LIVERPOOL, Eng.**
 Incorporated 1861

ORIENT INSURANCE CO., of Hartford, Conn. **Incorporated 1867**

LAW UNION & ROCK INSURANCE CO., Ltd. **Of LONDON—Founded 1806**

LONDON & LANCASHIRE INDEMNITY CO., of America

Organized Under the Laws of the State of New York—Incorporated January, 1915

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GEO. ORMOND SMITH, Agency Supt., San Francisco

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R. F. BENNETT, Superintendent

Special Agents—Howard J. Tobin, Lyman Lacy

SURETY and PLATE GLASS DEPARTMENT

CHARLES A. PREVOST, Superintendent

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance ^{of} London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
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241 Sansome Street, - San Francisco

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Evidence Procured by Unlawful Means Strongly Condemned

In the case of *Ex parte Jackson*, 263 Federal Reporter 110, on application for habeas corpus to secure release of petitioner, who was held for deportation as a dangerous alien, Judge Bourquin, of the U. S. District Court for the District of Montana, in condemning the use of evidence secured during an unlawful raid, eloquently expounded the law relating to the personal rights of security and safety secured

by the federal Constitution, in the following statement: "The law and courts no more sanction such evidence than such methods, and no more approve either than the thumbscrew and the rack. Otherwise the vicious circle of age old tyranny—to subject to and convict by unlawful means because guilty, and to condemn as guilty because subjected to, and convicted by, unlawful means, to which both alien and citizen fall victim. The Declaration of Independence, the writings of

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

THE
Standard Accident
Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance. Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS.

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
 Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

the fathers, the Revolution, the Constitution, and the Union, all were inspired to overthrow and prevent like governmental despotism. They are yet living, vital, and potential forces to ends, to safeguard all domiciled in the country, alien as well as citizen.

“For the inalienable rights of personal security and safety, orderly and due process of law, are the fundamentals of the social compact, the basis of organized society, the essence and justification of government, the foundation, key, and capstones of the Constitution. They are limited to no man, race or nation, to no time, place or occasion, but belong to man, always, everywhere, and in all circumstances. No emergency, in war or peace, warrants their violation; for in emergency, real or assumed, tyrants in all ages have found excuse for their destruction. Assuming petitioner is of the so-called ‘Reds,’ and of the evil practice charged against him, he and his kind are less a danger to America than are those who indorse or use the methods that brought him to deportation. These latter are the mob and the spirit of violence and intolerance incarnate, the most alarming manifestation in America today. Far worse than the immediate wrongs to individuals that they do, they undermine the morale of the people, excite the latter’s fears, distrust of our institutions, doubts of the sufficiency of law and authority.”

It is announced that new processes will permit the production of fuel alcohol at a cost of 5 cents a gallon.

Barley prices dropping fast.

SIX YEARS SAN FRANCISCO FIRE PREMIUMS

American	1914	1915	1916	1917	1918	1919
California	\$ 86,339	\$ 71,284	\$ 69,525	\$ 79,522	\$ 84,036	\$ 110,799
Capital	7,758	7,933	639	5,130	8,562	11,018
Fireman's Fund	92,786	97,466	107,997	124,449	151,875	183,284
Pacific National		175	852	1,591	2,202	3,163
Vulcan Fire	5,054	8,472	9,289	12,111	11,757	10,861
Ætna	193,466	181,261	190,792	203,748	188,709	226,126
Agricultural	27,412	23,277	17,617	18,350	20,630	22,569
Alliance	16,639	14,166	10,781	14,493	14,989	17,299
Allemannia			5,625	9,179	13,495	19,495
American	25,507	28,095	29,550	30,929	33,323	34,161
American Eagle			22,276	18,911	17,285	29,082
American Central	28,898	28,162	392	32,498	35,427	39,869
Arizona	615	622	2,302	3,797	765	
Automobile			6,259	18,000	33,624	39,469
Boston	6,831	7,737	9,648	11,166	13,955	13,886
Camden	4,042	6,147	5,465	6,314	6,697	7,319
Central National					2,515	5,219
Citizens	245	3,453	9,481	9,137	15,613	13,758
City of N. Y.	15,998	13,262	13,867	14,134	13,037	16,489
Cleveland National				1,585	3,820	3,786
Colonial Fire Underwrs.	19,615	17,522	15,145	14,756	14,548	13,638
Columbian National	6,869	13,175	10,116	12,098	11,095	9,792
Com'l Union Fire, N. Y.	4,653	4,226	3,788	5,386	4,769	6,432
Commonwealth, N. Y.		1,798	2,446	2,893	3,231	2,591
Concordia Fire	5,391	5,006	5,120	5,580	4,713	6,378
Connecticut Fire	50,964	44,443	40,960	46,681	40,327	43,072
Continental Fire	81,241	91,344	78,243	96,709	92,312	104,799
County			1,198	2,373	2,825	2,834
Delaware Underw.	7,282	9,139	9,593	16,756	11,158	10,706
Detroit F. & M.		4,308	5,544	7,648	11,393	12,429
Detroit National		439	4,148	5,217	6,235	1,865
Dubuque F. & M.	18,573	21,487	27,724	19,931	27,366	40,468
Eastern Underw.	7,814	6,256	6,170	5,811	5,782	2,239
Federal					2,625	3,351
Fidelity-Phenix	47,009	52,629	57,724	60,208	59,913	75,188
Fire Association	60,618	57,000	48,885	54,419	50,579	55,356
Firemen's	31,255	22,640	22,792	23,152	17,745	28,924
Firemen's Underwrs.	1,226	11,639	11,657	14,882		13,321
Franklin Fire	19,032	14,699	15,430	15,430	12,482	10,659
Great-American, N. Y.	57,227	55,475	58,030	58,474	60,852	68,841
United American, Pa.	3,617	2,887	2,611	2,590	3,424	104
National Liberty	11,471	11,140	16,047	17,862	19,618	24,222
Girard F. & M.	19,822	3,552	4,803	4,612	6,432	1,500
Glens Falls	16,836	12,727	11,704	11,732	9,605	15,087
Globe Underwrs.	1,017	711	4,343	806	1,600	610
Globe & Rutgers	39,893	30,626	27,017	37,648	43,432	18,965
Guardian			383	2,166	2,414	2,072
Hamilton Fire	1,208	1,490	901	1,816	1,320	941
Hanover Fire	12,038	10,124	8,801	12,541	12,963	13,116
Hartford Fire	144,565	149,723	150,271	157,265	159,820	172,581
Home, N. Y.	228,750	261,750	219,831	235,637	226,882	250,075
Utah Home of Utah	11,116	9,472	7,660	5,551	6,366	8,944
Superior Fire	22,495	22,263	27,867	19,655	20,794	25,058
Imperial Assurance	7,969	8,103	6,515	7,052	8,346	8,770
Ins. Co. North America	72,881	68,801	70,276	93,346	103,462	118,554
Ins. Co. State of Pa.	13,241	20,181	10,189	19,788	11,397	11,595
Ins. Underwriters			10,414	1,561	4,642	2,112
Independence				1,978	3,081	3,427
Industrial			744	1,121	450	239
Mechanics & Traders	9,241	8,162	6,558	7,011	7,189	5,940
Mercantile F. & M. Ind.		22		329		15
Mercantile of A.			11,610	5,944	3,637	5,126
Merchants	3,190	3,856	3,931	3,683	8,997	7,104
Merchants F. Assur.	11,936	11,617	12,621	13,064	11,605	7,266
Michigan F. & M.	10,540	10,474	8,553	9,872	10,647	8,646
Michigan Com'l	6,678	6,931	6,074	8,675	6,555	
Millers National			12,750	17,197	20,337	40,618
Minnesota Underwrs.	94	38		353		61
Minneapolis F. & M.			5,347	4,658	4,307	5,467
National Ben Franklin	62,264	64,635	68,259	45,318	46,082	53,013
National Fire	78,068	66,661	62,795	64,515	56,741	56,841
National Union	91,722	95,574	85,022	97,507	62,168	61,286
Nevada					1,147	9,441
Newark Fire	7,024	6,082	6,793	11,164	21,797	24,311
New Brunswick	19,002	21,881	21,171	19,605	22,056	14,220

Six Years San Francisco Fire Premiums--Concluded

	1914	1915	1916	1917	1918	1919
Other-American						
New Hampshire	\$ 30,769	\$ 29,937	\$ 26,563	\$ 20,636	\$ 24,442	\$ 23,629
New Haven Underw.	14,003	1,768	1,788	1,345	307	533
New Jersey	41,885	24,574	9,355	11,963	13,609	8,922
New York Underwrs.	20,667	19,274	18,189	14,968	19,869	24,456
Niagara Fire	39,946	43,487	42,994	43,544	43,695	67,029
Niagara-Detroit Underw.	6,270	6,459	8,586	10,661		
Northern of N. Y.	3,638	6,215	4,721	6,035	6,485	6,754
Northwestern F. & M.	5,093	6,810	1,743	3,327	3,686	3,590
Northwestern Mutual	13,627	9,643	10,763	12,659	14,961	33,805
Northwestern Nat.	38,246	50,594	55,584	60,127	69,043	81,533
North River	26,838	28,907	19,844	23,733	24,456	38,271
Old Colony	1,252	1,100	977	1,912	1,967	2,351
Orient	21,826	24,323	22,309	25,597	25,426	26,456
Pacific	5,967	6,857	11,264	14,278	10,732	8,572
Pacific States				1,766	4,833	8,768
Pennsylvania Fire	25,511	25,848	27,536	24,812	21,343	19,889
People's National	5,230	4,708	9,502	12,273	14,087	20,486
Phoenix, Hartford	67,400	59,071	59,941	66,200	57,106	59,507
Pittsburg Underwriters			1,984	20,246	25,676	28,289
Prov. Washington	21,522	21,732	21,261	25,821	21,960	22,846
Queen of America	49,972	42,429	41,932	45,782	38,944	47,846
Reliance	8,941	11,155	7,512	8,679	10,017	8,611
Republic Fire				9,007	9,901	11,044
Republic Underwrs	15,465	19,162	17,475	21,878	42,720	60,333
Rhode Island	7,986	12,993	11,463	13,923	17,156	19,265
Richmond				3,037	10,370	7,620
Rochester Department	12,015	13,862	13,456	12,974	16,299	19,830
Safeguard		39	2,903	5,186	6,359	6,195
Security	22,603	10,443	10,362	8,828	8,516	6,553
Springfield F. & M.	80,941	76,149	74,368	77,178	78,845	84,713
Standard Fire	5,943	5,849	5,120	6,358	6,056	5,273
St. Paul F. & M.	38,018	31,734	32,288	38,122	46,686	55,487
Sterling	7,086	518				
Stuyvesant	11,408	10,711	12,940	12,117	6,518	5,271
United Firemen's	22,495		7,976	10,528	9,260	11,888
United States Fire	10,942	11,807	33,922	42,134	42,245	48,936
United States Underwriters				165	2,116	6,675
Westchester Fire	20,813	18,309	15,784	18,748	19,923	21,094
Total American	\$2,619,494	\$2,539,522	\$2,634,823	\$2,775,060	\$2,891,857	\$3,369,241
Foreign	1914	1915	1916	1917	1918	1919
Atlas Assurance	\$ 46,996	\$ 42,874	\$43,856	\$ 46,407	\$ 46,428	59,380
British America	13,492	8,351	8,001	10,029	10,941	13,396
British & Federal F. U.	25,351	25,951	27,135	33,195	36,092	39,770
Caledonian	19,558	18,899	11,264	12,552	14,717	11,571
Century	5,315	5,328	6,132	7,973	6,321	9, 91
Commercial Union	67,760	56,761	49,266	62,604	56,289	52,928
Law Union & Rock	16,021	11,610	13,376	13,664	15,703	16,621
Liv. & Lon. & Globe	272,888	246,572	233,496	248,861	247,989	247,911
London Assur.	95,142	95,813	88,136	93,109	90,875	113,470
Lon. & Lancashire	68,143	67,434	61,967	71,591	74,018	71,250
Nationale			4,607	5,916	7,038	7,870
New Zealand	106,093	93,084	91,211	92,197	90,933	102,833
Netherlands	22,739	31,197	31,010	27,522	44,608	59,472
North British & Merc.	89,881	85,441	69,636	82,185	74,315	87,366
Northern Assur.	98,731	88,868	83,704	93,057	91,325	100,674
Norwich Union	31,857	28,694	33,277	39,824	49,858	72,184
Patriotic			1,473	4,216	5,633	6,947
Phoenix			6,846	10,869	10,222	11,565
Phoenix Assur.	79,454	74,105	66,095	60,762	70,535	72,848
Palatine	21,499	20,750	18,099	23,952	21,261	22,343
Prussian National	23,702	33,058	31,896	28,186		
Royal	141,958	139,569	120,470	145,804	125,916	137,531
Scottish Union & N.	43,721	37,333	37,383	49,035	53,658	54,053
State Assurance	3,881	3,288	3,103	5,284	5,730	5,655
Sun, London	54,095	53,459	51,176	51,192	63,146	58,568
Svea Fire	18,624	18,875	16,902	22,920	26,669	24,987
Union Assurance	35,900	30,638	29,229	30,849	31,321	32,987
Union			3,709	4,247	5,218	5,341
United British					3,016	3,022
Urbaine		147	918	3,606	2,731	2,641
Western Assur.	33,549	25,393	23,416	27,659	29,883	23,758
Yorkshire	19,387	25,284	16,272	21,542	22,378	16,419
Total Foreign	\$1,433,276	\$1,344,363	\$1,185,274	\$1,434,711	\$1,435,767	\$1,551,040
Grand Totals	\$4,052,770	\$3,883,886	\$3,820,097	\$4,209,771	\$4,320,624	\$4,920,281

Totals include figures of retired companies. 142 Cos. in 1919. No other Journal prints this compilation

"THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital

\$5,000,000.00

Net Surplus

\$10,705,995.47

Surplus as to

Policyholders

\$15,705,995.00



Cash Assets Now

\$37,144,626.00

Losses Paid

in 100 Years

OVER

\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

PACIFIC DEPARTMENT — 219-221 Sansome St., San Francisco

W. H. BREEDING, General Agent

H. F. MILLS, Asst. General Agent

F. H. RHOADS, Dep. Asst. Gen'l Agent

SPECIAL AGENTS — L. C. Abbott, L. N. Brainerd, Geo. A. Kingman,
W. F. Fotheringham, G. S. Mariner, C. C. Morris, L. M. McKinley,
G. Nathan, H. E. O'Brien, W. P. Porep, G. F. Roberts,
K. C. Hamilton, Special Risk Department

HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920. **\$50,590,485.33**

Surplus to Policyholders, **18,128,807.40**

DIXWELL HEWITT, General Agent

ADAM GILLILAND, Assistant General Agent

438 California Street, SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS

GEO. E. DEVINE, Sup't of Agencies, San Francisco

San Francisco—L. H. EARLE, C. L. GREENWALT, H. L. COPE, W. V. HOLLINGBERRY,
E. KNICKERBOCKER, H. C. GREGG, R. C. DRAKE, L. M. BELL.

Los Angeles—E. E. PRICE, F. E. NAFTZGER, A. H. SCHAEFFER, Portland—J. J. DENNIS.

Butte—CHAS. E. MILLER, Billings—C. S. ABBOTT, Fresno—W. W. GROVE.

Walla Walla—H. J. VALLENTYNE, Spokane—GERARD CLEMENT.

AUGUST, 1920

THE COAST REVIEW

INSURANCE

Subscription \$3 a Year
Volume 97

IN THE 50th YEAR
San Francisco, California, U. S. A.

Foreign \$3.50
Number Eight

Entered at San Francisco Postoffice as Second-class Mail Matter

Killing the Dairy Business

High feed and labor costs have forced small dairies on this Coast out of business in recent months. Drouth has had serious effects. Brewery feed is missed too. Milkers are paid \$110 a month and board. And now, in California, there is a new and very strict tuberculin test. Dairy herds must be tested regularly, and all cows having tuberculosis conditions up to a specified degree must be forthwith killed and burned.

All milk cows, it is asserted, have bovine tuberculosis to some extent, and there is a line beyond which the disease, it is believed, may be communicated to human beings. Dr. Koch asserted positively that it can not be communicated, and he inhaled the germs to prove it. So far as we know, it is not yet known that any person ever contracted bovine tuberculosis.

Owners of small dairies in California say the new law was fathered by the big dairymen in order to force the small dairymen out of business. And they are now going out of business, rather than risk the killing of a considerable percentage of their best milk cows.

Organized women are boycotting milk, and thereby increasing the scarcity and the price; for they increase the number of retiring dairymen, already beset by many difficulties. These women, generally, are of the class who believe it right to increase the wages of daylight deliverymen to \$1.50 a day, but wrong to increase the price of milk, though alfalfa costs three times as much as formerly.

Underwriters will take note of the untoward conditions which are compelling dairymen to go out of business.

Soldier Insurance in Canada

The Dominion of Canada offers its soldiers and sailors from \$500 to \$5,000 life insurance without medical examination. There are options of annuities, etc. At age 25 the cost is \$1.24 a month per \$1,000.

The owner of insured jumping horse Kinsmet is suing insurer for \$5,000, pneumonia having killed the animal.

At State Line near Walla Walla, store of W. F. Bryant burned.

ACCIDENT INSURANCE IN COURT

Accident in surgical operation held injury through "external, violent, and accidental" means

Where a surgeon, inclosing the incision after an operation on insured for hernia, punctured the deep epigastric artery with his needle, owing to the fact that such artery was not where it should be in normal persons, and as a result a blood clot formed on the artery which passed into the artery supplying a leg, the leg became gangrened and was amputated, the injury held to have been "effected solely through external, violent, and accidental means," within the terms of the policy.—*Aetna Life v. Brand*. 265 F. 6.

LIABILITY INSURANCE IN COURT

German insurer not prejudiced by newspaper publications

There was no prejudice to a German insurance company, sued during the war with Germany, on account of newspaper articles which stated that it was a German company, where the fact was developed at the trial and the jury knew it aside from the articles.

Liable for defense, including costs and expenses of appeal

Where a liability insurer had opportunity to defend an injured person's suit against insured, but refused to participate, in breach of its contract, it can not challenge insured's conduct of defense, in absence of fraud, to prevent insured from recovering expenses of appeal.—*Frankfort General v. La Fayette Tel. Co., Ind.*, 127 N. E. 832.

FIRE INSURANCE IN COURT

Title passes where requirement of payment on delivery is modified and 30-day draft accepted

Merchandise was owned by insured, though he did not, on its arrival, pay by sight draft against bill of lading, as required by terms of sale; the goods having at his request been delivered to a warehouseman, and the contract being modified by seller's accepting in payment a 30-day draft.

Coinurance clause unauthorized by New York new standard fire policy

A coinurance clause is unauthorized by and inconsistent with the conditions of the new standard form of fire insurance policy provided by Insurance Law § 121, as added by Laws 1917, c. 440, § 3; the policy, without the clause, providing for payment of a loss in the ratio that the face amount of all insurance bears to the amount of loss, irrespective of value of the property, and a company's liability under such clause being determined by ratio of the face amount of total insurance to value of the property.—*Durham v. Stuyvesant*, 182 N. Y. S. 887.

Judgement against insurer affirmed

Insured's transfer of equitable title avoids policy under change of interest clause

If the insured without consent of the insurer makes a contract to sell, vesting equitable title in the purchaser, the purchaser acquires such an interest as to constitute a breach of an insurance contract change of interest clause so as to avoid the policy.

Where full price not paid and goods had not been separated from others, title had not passed

Where seller agreed to deliver hay on board cars at place where stored, buyer to furnish the cars, and buyer had paid only part of price before the hay was burned, and no portion of the hay sold had been separated or identified, and the sale was to be for cash, the title had not passed.

Where goods sold had not been separated or paid for when burned, there was no change of interest

Where buyer had paid only part of cash sale price for hay and had not yet furnished cars at point where hay was stored as agreed so seller could deliver on board cars, and the hay had not been separated and title not passed when it was burned, no such interest was vested in buyer as to destroy seller's insurable interest under change of interest clause, and the fact that buyer could recover from seller for payments made did not constitute such a change, in view of the rules against forfeiture and for the construction favorable to the insured in case of doubt.—Hubbard v. Home, 222 S. W. 886.

Mutual fire policy invalidated by breach of conditions as to transfer of title

Fire policy, stipulating against sale, conveyance, or change in the interest of the parties, held invalidated before loss by insured's executing contract of sale under which purchase money and note secured by mortgage were deposited with a third person, to be held by him for the purchaser until deed was furnished by insured: pos-

session having been given up by insured before loss.

Policy an entirety affected as to personality by breach of condition as to realty

Where real property and personal property therein was so situated that the risk upon the dwelling could not be affected without affecting the risk upon the items of personality, fire policy on both was entire and indivisible, and the breach of one of its conditions, prohibiting sale of the realty, affected the whole policy as to the personality also.—Farmers Mutual v. Olson, Ind., 127 N. E. 848.

License to a local agent does not change the general law

A license issued by the state insurance department to the local agent, of an insurance company at the company's request is merely a regulatory permit; but neither the license itself nor the statute concerning its issue has the effect of defining the agent's powers to bind his company, nor do they change the general law of agency. His powers are merely those which his company expressly or impliedly confers upon him, according to the general law of principal and agent.

Offer to surrender note on surrender of policy does not violate anti-discrimination Law

Where an insurance company contracts to carry the fire risk on property for a term of years, and the insured gives his promissory note to pay for such insurance, and the insurance contract provides that the company shall not be liable for any

loss or damage that may occur to the property while the note given for the premium remains in default, it is not a substantial violation of the anti-discrimination law, when a fire loss occurs during the default of the maker of the note and while the insurance is suspended, for the insurance company in denying its liability to offer to surrender the note in exchange for a surrender of the insurance policy, without claiming any portion of the insurance premium earned before the insured defaulted in the payment of his note.—*Eikelberger v. Ins. Co. North America*. 190 P. 612.

Kansas Supreme Court on The Anti-Discrimination

In a recent case the state insurance department of Kansas appeared at the rehearing, *amicus curiae*, and urged that the defendant had violated the anti-discrimination law when it offered policy holder (who had defaulted on his premium note) to remit part of premium earned in exchange for a surrender of policy on which liability was suspended and loss liability was denied. Some of these premium notes discontinue fire loss liability during note default but make the policy holder liable for the entire premium.

The supreme court ruled, all justices concurring:

The rule of reason applies to this anti-discrimination act as to all legislation and to all jurisprudence; and the act is not offended against by an insurance company which merely forgoes its right to collect a trifling

sum due it for carrying an insurance risk for seven months rather than go to the expense of reducing its claim to judgment. Such a judgment might be uncollectible, and the company would merely be throwing good money after bad.

We are advised in argument that the insurance rate on a three-year contract is the sum of two separate yearly rates. If so, a person who buys and pays for a three-year policy gets a different rate from one who buys his insurance for three years on annual policies. A man who occupies his insured property himself gets a lower rate than he would if the property were occupied by a tenant. The nature, location, etc., of property all enter into the making of different insurance rates, and this is altogether proper. These reasonable differences in rates do not violate the act. It would make a mere fetish, an interminable and oppressive nuisance, of a wise and efficient statute to interpret the anti-discrimination law in any other fashion. So long as the defendant pursues the same general policy towards all those of its patrons who have to buy their insurance on credit, or who give notes for their insurance, there is no violation of the act; but the court does not mean to intimate that the department may not reasonably supervise and change, or suggest reasonable changes, in the general business policy of insurance companies toward persons who obtain insurance on credit and then fail to pay.

The court holds that, where an insurance company contracts to carry

the fire risk on property for a term of years, and the insured gives his promissory note to pay for such insurance, and the insurance contract provides that the company shall not be liable for any loss or damage that may occur to the property while the note given for the premium remains in default, it is not a substantial violation of the anti-discrimination law, when a fire loss occurs during the default of the maker of the note and while the insurance is suspended, for the insurance company in denying its liability to offer to surrender the note in exchange for a surrender of the insurance policy, without claiming any portion of the insurance earned before the insured default in the payment of his note. —190 P. 612.

Employers Fire

Associated with the Employers Liability Assurance in this country will hereafter be the new Employers Fire, with \$750,000 capital and \$750,000 surplus, an American corporation.

In these days

Here is an extract from a letter written by a San Francisco business man to another, in answer to an inquiry for a good man:

"Just now I do not know of any good man, having real ability and common sense; also having the grit, grace and gumption to make his way through the world himself. If I hear of any, I shall be glad to get him in touch with you, because I like to help such men all I possibly can.

"However, in these days when

fathers and mothers are strong in the back but weak in the head, most of them do not put anything under the hair of their brats except cork."

Hartford Fire A Leader

The annual statement of this American centenarian showed a premium income of \$35,103,081, which is the largest total of the companies operating in this country. The gain last year was about four and a quarter millions. The Hartford wrote through San Francisco channels \$2,859,190 premiums last year, with a loss rate of only 34.7 per cent.

The paid up capital is \$4,000,000 and the surplus to policy-holders is \$18,089,055; the assets are some \$51,000,000. These are the grand totals of a company well qualified to write business the world over.

Dixwell Hewitt is the general agent of the Pacific department, at San Francisco.

Oregon Insurance Report

Insurance Commissioner Barker has issued the 12th Annual Report of Oregon Insurance Department, a book of 86 pages, with class tabulation totals for 11 to 21 years. Liability premiums have doubled in the past two years. Burglary and theft premiums doubled last year. Fidelity and surety premiums more than doubled. Credit premiums nearly quadrupled.

Sprinkler leakage, steam boiler, flywheel, hail and marine premiums fell off.

Inter insurance premiums fell off two-thirds. What do you think of that?

Fire premiums gained 21 percent.

**Sudden Death of Manager Sam B. Stoy
Of the London & Lancashire Fire
Insurance Company—Was Ill in Hos-
pital in San Francisco**

Insurance men on this Coast were shocked and grieved this week by the news of the serious illness and unexpected death of Sam B. Stoy, who for a third of a century had been engaged in insurance work on this Coast. Mr. Stoy had a high temperature which the physicians in attendance were unable to reduce by the usual treatment. A surgical operation was necessary, and the patient began to improve; but later the temperature again rose abnormally. A consultation of physicians was held, at the Lane Hospital, San Francisco, and it was agreed that another operation was immediately necessary. Very grave cancerous complications were discovered. The patient did not recover consciousness and soon passed away.

The diseased is survived by his widow and two grown daughters.

Mr. Stoy was born in Portland, Oregon, July 6, 1867, and was therefore 53 years old. He was educated in California, and after a year's employment in civil engineering he began his insurance career as a clerk in the San Francisco office of the Anglo-Nevada Assurance Corporation. In 1890 he entered the service of the Pacific department of the London & Lancashire as special agent.

In 1911 he became agency superintendent, and manager, August 1, 1913, succeeding James Wyper, resigned.

FIRES

At Puyallup, Wash., Duncan Cafe, opposite depot, burned at 2:30 A. M. Insured. Sparks from engine perhaps cause. Three fires since June. Remodeled.

Near Prescott, Wash., smut explosion burned thresher almost instantly.

Near Walla Walla, Wash., on W. L. Russell ranch, forty acres of standing wheat burned.

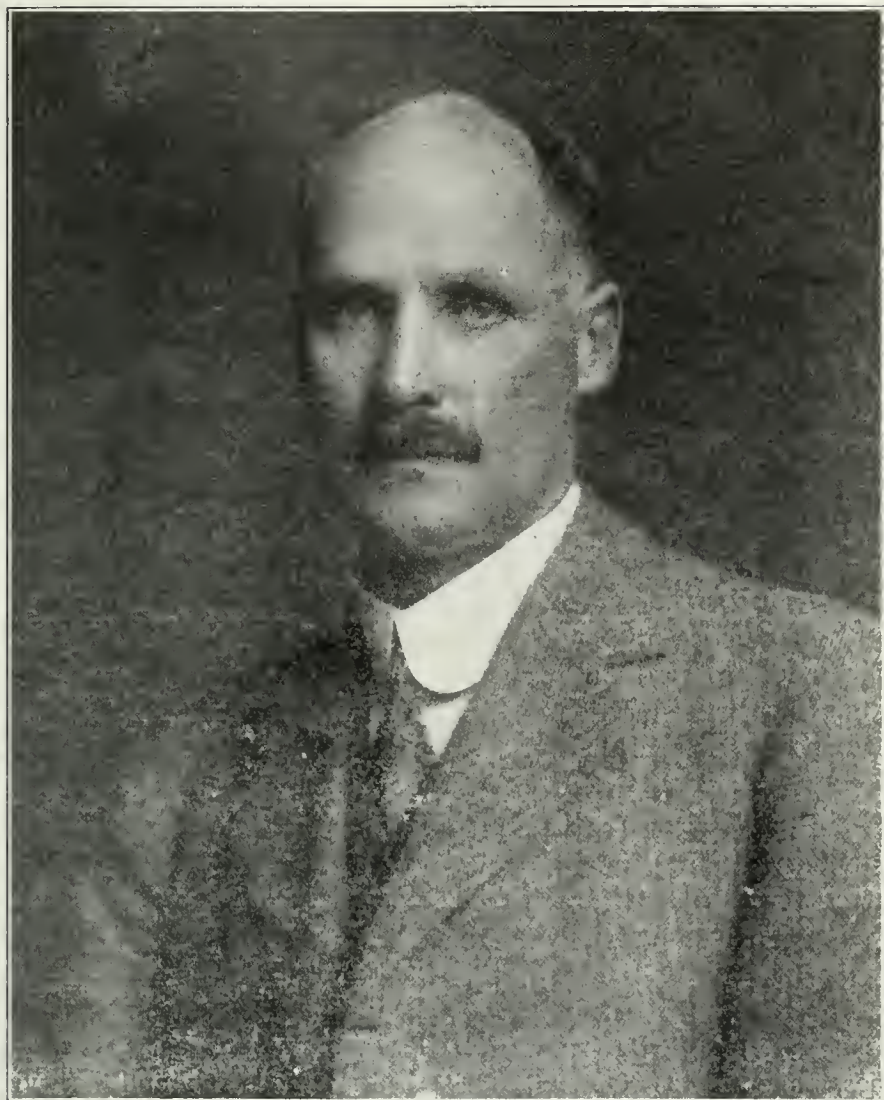
At Vancouver, Wash., a lighted lamp set fire to curtain and burned Edward Walsh home.

Portland, Ore.—At Park and Jackson streets two dwellings and two flat buildings burned.

At Vina, Cal., brandywine town hit by P. A two-story hotel post-office, grocery, barn, dwelling, and three vacant houses; altogether, ten buildings; loss \$40,000. Vina's Chinatown burned several weeks ago. Only three buildings now left in the district.

At Oroville, Cal., R. C. McGinness home and four horses.

On the 18th inst. the plant of the Mullen Mfg. Co. at Eighth and Folsom streets, a 3-story building covering a quarter-block, was destroyed by fire; also a Chinese laundry, a cottage and seventeen flats, together with the contents. Four alarms were turned in, other frame buildings were in danger. The laundry was only partly destroyed.



SAM B. STOY

MANAGER PACIFIC DEPARTMENT OF THE LONDON AND LANCASHIRE FIRE.
ORIENT, LAW UNION AND ROCK AND LONDON AND LANCASHIRE
INDEMNITY INSURANCE COMPANIES

DIED AUGUST 22, 1920, IN SAN FRANCISCO

PATRIOTIC ASSURANCE COMPANY

**Founded in 1824—Its Contracts Are
Backed by \$33,000,000 Resources—
Is only Irish Company in This Country**

The Patriotic Assurance Company, of Dublin, Ireland, re-entered this country not long ago and operates in a number of states. The Pacific department is in charge of General Agent C. A. Henry, who has appointed agents in several states and is writing an increasing business with a favorable loss experience.

The Patriotic's record is one of honorable dealing and prompt payment of losses. The cash assets are \$1,500,000, of which a third is paid up capital. But far more than this security for policy-holders is the fact that its policies, all its obligations in fact are guaranteed by the more than \$33,000,000 fire resources of the Sun Insurance Office of London.

Agents and brokers will properly value this strong connection, which doubly assures them and their clients.

About Automobiles

On January 1, 1920, in this country there were 7,558,848 registered automobiles. Of these, 750,000 were trucks. It is estimated that in this year 2,425,000 will be turned out by American factories. Of these new machines, about 425,000 will be trucks.

The estimates for 1921 are 3,000,000 new machines, of which 500,000 will be trucks; with a probable state registration of 12,000,000 cars at the end of the year.

These figures indicate a big and

increasing lot of automobile insurance—and an increasing shortage of gasoline.

Vacation Accidents

The Pacific Mutual recently paid its accident policy-holders claims for recreation and vacation accidents amounting to 1,683 in number and \$129,004 in amount. Baseball number 236 for about \$10,000; bathing claims, 129 for 12,390; falls, 128 for 9,535; wrestling, 123 for 7,443; fishing, 103 for \$7,102; tennis, 99 for \$5,411; basket and hand ball, 90 for \$2,912; golf, 89 for \$7,827; hunting accidents, 47 for \$35,159; and gymnasium, skating, boating, bowling, dancing, foreign matter in eye etc.

**Illinois Commercial Travelers Fight
Claim**

This association denies all liability under its policy covering Kelly, who was shot dead by one Woodstock for "speaking to his wife," the defense is that the insured voluntarily exposed himself to danger. In San Francisco, where the facts are known, this defense will not be considered a valid one. The acquittal of Woodstock by the jury was regarded by the community as a great scandal. Both Woodstock and his wife were subsequently charged with perjury, and Woodstock disappeared. There is now an investigation of jury-fixing in the San Francisco court.

The public administrator will sue the Illinois Commercial Travelers Association for \$5,000.

 The **PATRIOTIC** Policies, Losses and all Liabilities, are Guaranteed by the
Sun Insurance Office of London, Whose Resources Exceed \$33,000,000

PATRIOTIC

Assurance Company, Ltd.

of DUBLIN, IRELAND

Founded 1824

CAPITAL PAID UP, - \$500,000.00

Statement of the Condition and Affairs of the Company for the Year Ending Dec. 31, 1919

ASSETS

Railway and Other Stocks and Bonds	\$395,949 20
Government Securities	547,741 60
Real Estate Owned	48,955 20
Branch and Agency Balances	295,597 52
Bills Receivable and Other Assets	67,568 60
Cash in Bank and on Hand	138,662 00

Total Cash Assets \$1,494,474 12

LIABILITIES

Reinsurance Reserve	\$ 396,324 67
Outstanding Losses	209,954 42
Due Other Offices	29,885 38
Branch and Agency Balances	10,982 16
Due and to Become Due for Borrowed Money	192,000 00
All Other Liabilities	40,727 36

Total Liabilities \$ 879,873 99

Surplus to Policyholders \$614,600 13

**PACIFIC DEPARTMENT — Embracing California, Nevada, Arizona, Utah,
Oregon, Washington, Idaho, Montana and Alaska**

CARL A. HENRY, General Agent

SUN BUILDING

Northwest Corner Sacramento and Sansome Sts., San Francisco

**SPECIAL AGENTS — San Francisco, J. N. Waters Los Angeles, James F. Boylan
Portland, E. R. Thompson Spokane, P. E. Gerould**

The **PATRIOTIC** is **the Only** Irish Insurance Company Operating in the United States



**J. B. LEVISON TELLS OF EUROPE'S
CONDITION**

**Believes the English-Speaking People
Must Stand Together to Save
Civilization**

In an address delivered before the Commonwealth Club at a luncheon at the Palace Hotel in San Francisco, August 6th, J. B. Levison, president of the Fireman's Fund and Home Fire and Marine Insurance Companies, depicted some very interesting side-lights on conditions in Europe. Mr. Levison recently visited Norway, Sweden, Denmark, Holland, Belgium, France, Germany, and England, where he investigated conditions from the insurance standpoint. While in Paris he attended the organization meeting of the International Chamber of Commerce, as a delegate from the San Francisco Chamber and as a representative of American underwriters.

Mr. Levison spoke informally and gave narrative account of his visit to Europe and the conditions as he found them in the section visited by him. He very seriously urged the importance of the two English speaking nations of the world "standing together for the preservation of civilization."

"In leaving this country, the changed conditions as compared with pre-war times and the delays encountered at the point of embarkment, put one in a proper frame of mind for the experiences which await one in Europe," said Mr. Levison.

"Hours of delay in connection with the examination and approval of pass-

ports, at railroad stations, etc., are the customary thing in Europe today, to say nothing of the uncertainty in the matter of trains and railroad accommodations."

The first place touched at was Antwerp where the visitor is struck by the utter lack of any signs of damage due to the bombardment. This was explained by the statement that these had all been removed by the Germans.

Mr. Levison said in part:

"Belgium is certainly the wonder country of the world in her quick recovery from the effects of that great conflict.

"Holland and the Scandinavian countries reaped, as we all know, huge profits during the war, and here one finds people spending money as if there were no limit to their resources. In fact, thrift appears to have vanished entirely throughout Europe.

"In Germany I was impressed by the apparent collapse of the morale and morals of the country, which naturally influences every function and activity. A condition which strikes the traveler very forcibly, is the complete absence of live stock in the country, to the fact that the Germans were obliged to give up a very large quantity following the terms of the Peace Treaty.

"In Berlin the food conditions are very serious, milk being reserved practically altogether for infants and invalids. Sugar has no sweetening effect, butter is very scarce and bread could not be eaten.

"Notwithstanding this, however, the wealthy people can obtain nearly anything they desire, a condition which, in its ultimate result is seriously disturbing, and here I want to pay a tribute to the work of the American Food Commission and Herbert Hoover, through whose efforts a wonderful amount of relief is being given the peoples of Central Europe. In fact, in my mind, Herbert Hoover is undoubtedly the largest world figure to emerge from the shadows of the great war.

"In Paris I was impressed by two things—the number of women in mourning and the number of reconstruction men at work. The former doubtless is due to the fact that French women wear mourning for distant relatives and continue their mourning garb for a longer period of time than do the Americans or English.

"The French people have so far made comparatively little effort, either in the direction of thrift or in looking to the future in respect to their debt. Evidently they expect to receive a huge indemnity from Germany to take care of this, which I think is very doubtful.

"The organization meeting of the International Chamber of Commerce was very interesting and contains the elements of a very powerful and influential organization. The movement was started by the United States Chamber Commerce, and if the original plans are carried out, will undoubtedly place the business men of the world in a position to forcibly impress diplomats and statesmen

with their views on vital questions, which so far, has not been the case.

"To the visitor, London has made more progress since the armistice than any of the belligerent cities, and has got back more nearly to normal conditions. The British people are not losing time in asking for sympathy or assistance but with the characteristic tenacity of their race have put their shoulders to the wheel and are doing their best in spite of some very serious handicaps, to solve the colossal problems they have before them, and I am convinced that this will be done in the future as it always has in the past.

"In conclusion, I want to say that the one great impression which I have brought home with me after visiting eight European countries, talking with their prominent business men and obtaining an almost endless variety of expressions and views, is that the two great English speaking countries of the world must stand together, if civilization is to be preserved."

A *Spectator* table shows an apparent fire underwriting profit of 3.93 per cent of premiums for ten years, by 84 millionaire companies. The People's National, a non-board office, lost \$1,161,333 in the past ten years, not including dividends among expenditures. The Hartford Fire leads in premium receipts, with \$210,421,043.

The genius of the late Mr. Wilbur Wright would appear to have been hereditary. His father was a sky-pilot.—*Punch*.

Death of U. S. Manager Brewster

James S. Brewster, United States manager for the Scottish Union and National and the State Assurance, died on August 2, at the age of 75.

Mr. Brewster was selected by U. S. Manager Martin Bennett as assistant secretary, in 1880, when the Scottish Union entered this country. In 1900, after the death of Mr. Bennett, Mr. Brewster was appointed manager for the United States, and in 1905, manager also for the State.

Salesmanship in Pittsburg

The Carnegie Institute of Technology has a school or department for the teaching of the art of selling life insurance. Every kind of selling is an art, unless the seller shares his commissions or salary or contingent.

In the summer term now closing 61 students were registered, bringing the total up to 241 for the first year.

The bulletin issued by this school experiment presents such facts as these: Half of the students have never sold life insurance. Some of the students have had from five to eight years of selling. Forty-four companies have been represented in the school.

The most industrious workers on the campus have been the insurance students. About 90 per cent of the students enrolled have been graduated.

The next term will begin on October 4, with a limit of 60 students.

Burglary rates advance 33 1/3 per cent because burglars are now more skillful and less easily caught—and

need more money to meet the increased cost of living. With wages advancing, how can the poor burglar make both ends meet unless he steals more?

At Acton police court last week, a lady produced a handful of hair alleged to have been removed from her head by her sister. The magistrate suggested that their mother should lock the door of the home against the unruly daughter. It is doubtful, however, whether this would keep out one who is an adept in removing locks.—Punch.

The Employers Liability will own a new American fire company and place a few general and many local agencies soon. Charlie Okell can have one if he wants it, we hear.

President Joyce says agents own the expirations of all business they have placed with the National Surety.

Charles R. Page, formerly with the Fireman's Fund head office, is now manager of the American Surety and Salvage Syndicate, which opens up in New York this month.

Caverly of the Index appears not to like Scheide the Versatile, who formerly was employed in the Royal Exchange office in San Francisco.

The Camden Fire is enlarging its home office building.

The Commercial Union has absorbed the Australian Mutual Fire, which was not a mutual.

Supereminent Disability Policy

This is the distinguishing title or name of a new policy issued by the Employers Liability Assurance Corporation. In the event of accidental death the company pays cost of transportation of remains from place of death to place of burial. Total disability pays an income for life.

Profit-Sharing Adopted

Larger corporations, and some smaller, are paying bonuses to or sharing profits with their regular salaried employees.

The Home of New York will give its salaried employees a bonus equal in percentage to its dividend to stockholders, every six months. Present dividend is 25 per cent. Employees of six months or more service will receive the bonus.

New National Underwriters Conference

John Marshall, Jr., vice-president of the Fireman's Fund, left August 7th, for New York to attend the first meeting of the Governing Committee of the new National Underwriters Conference. This committee is composed of twenty members, fifteen of whom must be company presidents or vice-presidents. The other five members are the elected representatives of the local conferences in the different sections of the country.

Marine Loss.—River steamer, Douglas on the Columbia struck a rock but did not damage it. The steamboat sank.

Failure of American Indemnity Exchange of Los Angeles—Apparent Deficit About \$94,000

Charges that assets of the American Indemnity Exchange, an insurance company of this city, have been unlawfully taken by its agent, the Union Investment and Mortgage Company, operating several California cities, were made in the complaint of an injunction suit filed in the Los Angeles superior court by Alexander McCabe, state insurance commissioner, against the American Indemnity Exchange. The commissioner alleged there was an "apparent deficit" of \$93,893.98.

According to the complaint, the Union Investment and Mortgage Company collected \$90,605.21 as commissions from January, 1919, to June, 1920, but was entitled only to \$52,193.21; also "withdrew" \$15,000 assets, the American Indemnity Exchange was required by law to maintain.

It is also charged that on August 12, E. L. Kendall, president of the Union Investment and Mortgage Company, ordered offices of that company in San Francisco, Oakland, Fresno, Stockton, San Jose and San Diego closed and all funds turned over to himself. The insurance commissioner asks that the Union Investment and Mortgage Company be enjoined from disposing of assets of the indemnity company and the latter be required to show cause why its affairs should not be liquidated.

Drug fiends are now robbing doctors' offices.

Water Scarcity

Grass Valley, Cal., is on a water ration.

For the first time in thirty-five years Maconbu Lake and Battle Creek above (in Shasta County, Cal.) are dry. Whisky Creek in the same county is dry for the first time.

Siskiyou county, Cal., springs and wells supplying S. P. R. tanks have gone dry.

Very Unusual Accident

Press dispatches tell of a hunting camp accident without parallel we believe. A man and his two sons in Humboldt county, Cal., set out hunting for deer when the season opened. First night they built a camp fire against a log. They rolled up in their blankets on a gentle slope just below. In the night the fire burned out the "foundation" and the log rolled down and over the father, crushing him to death instantly and severely injured one of the sons. When the reader recalls the tremendous size of a Humboldt county redwood log he will understand the inevitable fatality of its roll over a human body.

Table of Building Costs

General Agent C. A. Henry of the Sun, Michigan and Patriotic, has prepared a very interesting and aidful folder on building valuations, showing the comparative cost of building in 1915, 1917 and 1920. The comparisons are startling, and suggest the probability that the majority of building owners are still underinsured.

Take the ordinary cottage or bungalow, for example, costing \$2,400 in 1915. To replace it or build the like in 1917 cost \$3,900 and \$5,200 this year or more than double the cost in 1915.

Classes A and B office buildings have nearly doubled in cost.

A frame building of rough construction of \$21,250 value in 1915 cost \$46,667 to erect in 1920.

Class C apartment or hotel type of building has doubled in cost in five years.

Medium class dwelling with brick walls has more than doubled in value. So has a medium class frame or plaster dwelling.

Life Man Assaulted

New York.—Louis A. Cerf, metropolitan manager for the Mutual Benefit, who has been missing, has been found in a hospital, suffering from a fractured skull. Solomon Cignes is under arrest as the assailant. Eighteen years ago Cerf operated in Texas and previously held a fine managerial position in San Francisco for a New York "giant." It is said that his commissions, etc., now average \$100,000 a year.

Was He Insured?

Down in Hollister, Cal., an insurance agent named Lux rode to a factory town and insured some workmen against accidents. A few minutes later he drove his car upon the railroad tracks just as a local train dashed by from behind a building. The agent was instantly killed.

NOW IS THE TIME TO INVEST

All authorities are of opinion that now is the best time to invest money, in standard stocks and bonds, and in real estate at former prices. Some real estate has been changing hands at advanced prices and resales have been made at advanced prices based on present rents; but in general real estate is dull, with no sales of unimproved pieces. There are bargains in country real estate at pre-war prices; for food prices will not for some years, if ever, be as low as before the war.

The peak of prices may have been reached, except as affected by increased transportation charges; or it may be still rising; but standard securities will move upward, slowly but surely, to old-time quotations, and will be sought by conservative investors, of whom the number is now increasing.

Buy a good bond now; buy shares of well fortified stock now.

The "Spanish prisoners" have been heard from. Believing that the war is over, they appeal for aid, and are willing to give half their \$60,000 fortune to whomsoever will render them aid which will enable them to effect their escape from a Spanish dungeon, where they are unlawfully incarcerated. A little present help financially will be gratefully appreciated. Years ago Adjuster A. received one of the Spanish prisoner letters, telling him that he was a distance relative and asking to recover their fortune and adopt the daughter of one of them. They told him where his an-

cestors lived in France, who were their ancestors also. For \$20 they could supply him with a family tree and put him in possession of facts and names which would lead him to the daughter's fortune. They never expected to be released. Adjuster A. cabled the \$20 and never heard from it or the "prisoners." L. B. of sad memory received a similar letter and turned it over to the police. The swindle has never been suppressed. The swindlers have always moved from address given.

Building and Merchandise Costs Have Again Increased

The advance of railway wages and of freights 30 per cent must increase the insurable values of buildings and merchandise.

The bubonic plague, as we write, has really a foothold in Galveston. Quite a number of deaths have been caused by the rat-flea carrier. However, life companies are not worrying, for all seaports have similar outbreaks of the bubonic disease. In some years in London bubonic deaths number a thousand. Science now knows how to handle the plague—the same plague described by Defoe and by ancient Greek writers. In one "visit" 25,000,000 Europeans died from the plague. There were no life insurance companies at that time.

We must be a cruel people, for everywhere, I am informed, there are blind pigs.

The old country is still at it.

NON-BOARD SAN FRANCISCO PREMIUMS

Of the total \$4,920,280 San Francisco premiums written in 1919, the non-board offices wrote \$506,241 or 10.3 per cent.

There are 50 Board offices or agencies in San Francisco. Of these, 1 (or 14 per cent) are non-board.

Of the 158 companies and underwriters agencies reporting to the Underwriters Fire Patrol, 16 are non-board. This is nearly 11 per cent of the whole.

Special Agents Are Lieutenants

"Some of the special agents who call on me are nothing more than mere boys. They go on the road without half of the equipment they should have. They may be familiar with some lines, but if they cannot answer problems which I have to put up to them they are of no help to me." So writes Agent Chase in the Firemans' Fund Record.

A local agent writes to his company's general agent: "Your special agent is a polite and amiable man, but he gives me no practical aid. He can not tell me how to make a rate."

A special agent, now departed, was always helpful to the locals he visited because he made good suggestions which helped to get or to hold lines. He had been a local himself. He accompanied the local agent in visits to owners of big properties and easily created a good impression for his company.

The late Mr. Faymonville referred to officials, managers and general agents as captains and said "special

agents are the lieutenants," who carry orders and make reports. They do the scouting. Well, business is a battle, everybody engaged is a soldier, and there should be a better title for a subordinate officer than "special agent."

The Idaho Wide Open Towns

There are only two now—Rupert and Gooding. Rexburg is good now. The others are terrible examples.

We wonder now, did that terrible Kansas insurance commissioner make the offending companies write similar Kansas risks at the same cut rates? He said he would do something like that.

And did the National Association of Local Agents put the offenders on the "We Don't Patronize" list? Otherwise, what is the national association of local agents for?

New Department

The Board of Fire Underwriters of the Pacific has a new department, with Mrs. J. W. Sears, a very competent woman, as secretary, with separate office on the ninth floor. The components are the Washington Advisory Committee, the Oregon Conference, the Arizona Advisory Committee, the British Columbia Advisory Committee, and the Hawaiian Supervisory Committee.

Even banks catch fire. The Bank of Yokohama on Sansome street next to the Sun Building started a fire via the basement furnace.

FIRES

All inflammable stuff—two furniture stores and one mattress factory, in the near Mission district, San Francisco, and burned like a prairie fire. Looked queer, like the work of Bolshevike, or I. W. W., who are alike and look alike when they like.

Paicines, Cal.—Hay and grain in field Stone and Koesling ranches.

Keehan ranch near Marysville, Cal. buildings, hay, and auto truck.

Marysville, Cal., Fifth street Fire Shop fire, a flash of gas, damaging also grocery, and apartments.

General Fire.—Sacramento, rooming-house of John Nicovich, 1323 Front St., warehouses, and saloon. Loss \$200,000. Wholesale grocery warehouse of Luhrs & Co. in danger; had \$250,000 stock. Sacramento Valley Seed Co. loss was \$125,000. All engines in the city called out. Live power wires along the warehouses endangered and hampered the firemen. Heat very great. Rooming-house was old 2-story frame. Seed company's 3-story warehouse was corrugated iron, which curled up and fell toward the firemen.

San Francisco.—Fire in automobile paint shop at 425 Valencia street destroyed an automobile, which caught fire as painters were at work on it. Shop damaged.

Red Bluff, Cal.—Sanitary Fruit Co. packing house burned, with fruit sheds nearly a block long and burned like paper. Fire started where no one was at work. Fruit and boxes burned. Sixty employees escaped.

Packery will not be rebuilt this season.

The Capitol hotel and adjoining two-story building at Dixon, Cal., destroyed by fire. Hotel was three-stories. Loss about \$40,000.

On Wolf Creek, Sierra county, Cal., a 5-stamp mill and hoisting plant burned.

In Amador county, Cal., five farm houses and 1000 acres of pasturage and grain burned.

Near Oroville, Cal., a burning auto on the road set fire to the woods.

At Soap Lake, Cal., San Felipe dairy of G. W. Brown burned; fire caught from gasoline engine.

At San Francisco a stove foundry at 2021 Folsom St. Damage \$20,000. second fire this year.

Chico, Cal.—Union hotel.

At Reno, Nev., at cleaning and dyeing shop, man poured gasoline from a demijohn into pan. Caught fire, possibly from friction. Man and shop caught fire; man ran out, ablaze; both blazes put out.

West of Corning, Cal., thresher, burned, also seven stacks of barley.

At Woodland, Cal., two houses, one long vacant, burned. Boys seen running out. Town hose burst; delay.

Here is something new in a fire way, a burning of three autos left in camp. During absence of owners (in California, this) a brush fire reached the camp, and machines and tents disappeared. Did you ever?

Chinese home at Woodbridge, Cal., also \$750 paper money.

ONE SHARP LAWYER**He Cleverly Prevents a Law Suit and
Makes Two Friends**

In La Salle, Illinois, is a lawyer of the classic school named Ira Sharp. To the townspeople and the countryside he is known as "Irey." He is tall, thin, ascetic-looking. Since the day of his admission to the bar he has worn broadcloth and his suits have been made by the same tailor after the same pattern. His diction is measured and sonorous, his gestures sweeping.

Sharp is a leader in the community. He conducts the choir in his church. His favorite music is comprised in Mendelssohn's "Elijah" and Handel's "Messiah," which oratorios he produces with soloists, choir and organ and as oftentimes as may be. To their interpretation he brings the same hallelujah style that marks the singing of "Throw Out the Life-line" at a camp meeting.

Sharp, like all old-time lawyers, has read law and human nature in connotation, and worry over economic theory has not whitened a hair on his head. On a recent visit to Indianapolis, where he had some business in the state supreme court, he expounded (that's the word) to a circle of his friends what he called "the most interesting and profitable case, in measure of the time and energy expended, in the course of his practice at the bar."

"There is a man in our town that is quick to wrath and slow to pay his debts," said Sharp in his best manner of shrewd profundity, rising

and pacing back and forth as if he were before a jury box. "One hot afternoon I was sitting in my office with my feet on the window-sill, doing nothing and liking it. In rushed Jinkins, all of a fever.

"'Irey,' exclaimed Jinkins, 'I want you to go to law for me against Wallett, across the street in the hardware store.'

"'Calm yourself and state your case, Jinkins,' said I.

"Jinkins jumped right into it: 'I promised my wife a silver-plated coffee pot on her birthday, which is today, and she reminded me of it this morning. So I went over to Wallett's and I says, "Wallett, I want one of them dollar-and-a-half, silver-plated coffee pots up there on the shelf."

"'Wallett gets down the coffee pot and I puts a dollar-and-a-half on the counter. Then Wallett he picks up both the pot and the dollar-and-a-half, puts the pot back on the shelf and the dollar-and-a-half in the drawer.

"'You've owed me a balance of a dollar-and-a-half for two years, Jinkins," he says, "and this just squares us."

"'Now, Irey,' Jinkins went on, stamping about the office as if he were going to have a stroke of apoplexy, 'I bought that coffee pot and I want you to go to law for it.'

"Well," said Sharp with a judicial pause, "I told Jinkins he'd better let the matter stand as it was, as the most of the proceeding and my fee would far exceed the worth of the coffeepot, though Wallett's method of collection was, to say the least,

questionable.

"Jinkins sobered down and went away, but pretty soon he was back again. 'I want that pot,' he stormed. 'I want you to start proceedings right now to recover my property.'

"It was too hot to controvert. I took my feet off the window-sill and said, 'Jinkins, the retainer will be five dollars.' Jinkins produced a five-dollar note and handed it to me. 'Jinkins,' I said as I picked up my hat, 'sit down and fan yourself till I come back.'

"I walked across the street to Wallett's and I said, 'Wallett, give me one of those dollar-and-a-half, silver-plated coffee pots up there on the shelf.' Wallett wrapped up the pot, I passed him the five dollar note and he gave me three dollars and a half in change. I slipped the change in my pocket, stepped back to the office and gave Jinkins the coffee pot.

"'Is that all,' said Jinkins, all amazement. 'No more proceedings?'

"'No more,' said I, and Jinkins went out with his coffee pot, as pleased as a boy with a new cart.

"I sat down again and put my feet on the window-sill and reflected with considerable gratification: Jinkins had his coffee pot for his wife's birthday present and the satisfaction of having, as he believed, check-mated Wallett: Wallett had the pleasure of crediting an almost hopeless account, and I had three dollars and a half in my pocket for a few steps across the street and back."—Cottrell's Magazine.

ain is insured in one life company, an industrial.

THE FIRST SUBMARINES

The first submarine boat was the glass barrel in which Alexander the Great was lowered into the depths of the ocean where he sat hours watching the marine life. Old prints represent astonished whales staring dumb-founded at the Great Alexander.

Aristotle recorded that when Alexander besieged the Phoenician city of Tyre, he used diving bells to get men into the city to start fires.

Bohaddin, the greatest of Arabian historians, mentioned a diver who entered the harbor of Ptolemais in the year 1150, successfully eluding hostile vessels, but no details of his apparatus are given.

The first authentic boat for use under water appears to be that of Cornelius Van Drebel, a Dutch physician. His submarine, launched in 1620, was submerged by the admission of water and raised by its expulsion. It was propelled by 12 oarsmen according to accounts, could travel under water at a depth of 12 or 15 feet below the surface, and was equipped so that it could remain submerged several hours at a time. On one occasion King James I of England made a trip in it. It was a wooden boat, waterproofed with greased leather. The oars were made water-tight by leather ball-and-socket arrangements.

All of the earlier submarines were nothing more than diving suits, for large tubes ran up to the surface to supply air.

Half the population of Great Brit-

AUTOMOBILE

Marshall W. Parker will assume the duties of special agent for the automobile department of the Fireman's Fund on July 25, travelling the mountain field with headquarters at Denver. F. H. Brown who has been representing the Fireman's Fund automobile department in that field, will come to the company's head office to join the staff of the Automobile Loss Department.

Mr. Parker comes to the Fireman's Fund with six years' experience with Horace Stephens agency at El Paso, Texas, and with a generation of insurance experience back of him. His father, S. M. Parker, was agent for the Fireman's Fund at White Oaks, New Mexico and later at Almagordo, New Mexico.

Burglars in Marysville, Cal., rode up on a motor truck to a house, entered with a skeleton key, and loaded the truck with nearly all the household goods. As night was approaching, the burglars kindly left the bed and bedding for the owner. Burglars once entered my house and departed with the cook stove.

John S. French, assistant secretary of the Fireman's Fund returned August 10th from a business trip to Chicago.

San Francisco-Oakland ferry fare is now 18 cents, and monthly commutation rate is \$4.80. Many thousands of men and women who work in San Francisco live in Oakland. The increase is 20 per cent to meet increased wages of railway employees.

Put Padlock of Safe Investment on Earnings, Advises the Ludlow Log

Lock your stable door before the horse is stolen, not afterwards, is the admonition which the Ludlow Log gives the employees and officers of the Ludlow Manufacturing Associates at Ludlow, Mass. "The recent theft of \$1,000 from one of our employees," says Log, "proves the necessity of protecting the savings of workers by proper investment.

"There is nothing that yields more than an investment in Liberty bonds at the present time. Liberty bonds bought through the banks and deposited in banks are as secure as the Government itself.

"Many of our employees labor under the delusion that banks are not secure places for depositing their savings. Frequently such persons keep their savings in trunks or stored away in insecure places in their homes. It is not uncommon for them to carry it around on their person. Such security is frequently disastrous. How many persons can we recall who lost their entire savings through such practices?

"Under our present banking laws there is very little chance for banks under the direct control of the State to go under. They are the proper depositories for money, and should be utilized as much as possible by our thrifty employees for depositing their savings."

Prince Rupert, B. C., fire brigade fell to fighting among themselves. Nearly all the firemen were dismissed.

LIFE

Beginning October 3, and continuing until October 22 the Pacific Mutual Life will hold agency conventions in Cleveland, Richmond, Washington, Baltimore, Philadelphia, New York, Pittsburg, Huntington (W. Va.), Cincinnati and Detroit.

The Southern California agency of the Bankers Life of Des Moines produced \$102,000 the first week of this month.

Connecticut Fraternal Insurance Report

Part III of 1920 Report: Burton Mansfield, Insurance Commissioner. Of the seven Connecticut Fraternals, two are Hungarian and one is Slavonian.

The societies reporting have \$202,479,604 real money. The clear balance to protect contracts is \$131,761,625. This is competition.

Assets increased \$2,152,723; liabilities decreased.

Certificates in force increased only 84, however, and the amount increased only \$571,487, though the amount written doubled. Claims paid nearly trebled.

The lapses of fraternal per 1000 average membership average 80; death loss, 11.

The total admitted assets of the Modern Woodmen of America are \$14,887,151, and of the Woodmen of the World, \$37,788,839. The leader is the Foresters, with \$44,388,487 assets. Some figures.

It is too soon to fear fraternal competition.

SELLING

Make a business of life insurance by following a system of your own careful design. Let it cover prospect, approach, presentation of offering, and impression.

Just Trying—Fear of Trying

Trying is the soul of result; the stimulation of all competition. Of course we know that like all things in this world it is often perverted to evil; but even then it may be an instrument of great good by creating the need of a greater "trying" to counteract its evil. There would be no need of great reformers if there were no evils to reform. And when difficulty and danger are present, trying becomes a stimulation, a zest of putting forth ones strength, of exercising ones talent. It becomes a game and you "try" for sheer love of the sport. Succeeding or failing, after you have honestly tried, you are stronger for the next effort. Thorns become roses in the garden of recollections. The hardest thing that a man ever did comes back to him as the pleasantest of his recollections after the thing is accomplished and the victory gained.

It is most natural to fear the experience of trying; it is like a voyage to a strange land; there is the undoubted fascination of the unknown, the magnet of the unexplored; but there is also the vague fear of danger and disaster; but—the man who never tries to do a thing never knows whether or not he could have suc-

ceeded in that undertaking; never experiences the thrill of accomplishment—of "winning out" and he is missing one of the greatest things that a man may know—the joy of honest success as a result of honest effort.

Try to make friends; try to keep them.

Try to accomplish your purpose in life whatever it may be.

Try to be more interested in your job than in the money you get out of it—the money will then take care of itself.

Try to have faith in humanity that humanity may have faith in you and in this work that you have chosen to do.

Try to do a little bit better tomorrow than you have done today, for it's trying, trying, trying that finally wins.—C. H. Jackson in, *The Spur of Security Mutual*.

Let There Be No Wasted Effort

A deal only half made or partly worked out is simply lost time, if nothing comes of it. Is it not far better salesmanship to use every effort to save a case half way worked out and to push it through to a conclusion, rather than to drop it when half way completed and jump to a new one? Some agents make a practice of doing this very thing and then they wonder why another agent in the same office is writing more business than they are themselves.

You may be sure that somebody else will cash in on the effort that you have started and failed to finish up. In other words the agent

of some other company will almost certainly, sooner or latter, step into the field you have cultivated and harvest the crop which would have been yours had you stuck to the prospect a little longer.

That means lost motion in your insurance career and the loss of ground which you cannot afford to give up. Your agency is the loser your company is the sufferer and your own pocket is not receiving the proper interest on the investment of your time.—*Manhattan Life*.

When disability features were first added to life insurance policies the *Coast Review* investigated and approved, and was roundly denounced therefor. Now about all the life companies offer these benefits. This form of policy was first offered by an Australian Company. Thirty years ago the *Coast Review* said: "It is absurd to call life insurance family protection, when no provision is made for the total disability of the head of the family, when he ceases to be a protector and becomes an added burden." The *Conservative Life of Los Angeles* was the first American company issuing such a contract.

As predicted, the New York insurance department has suspended limitations on new business, under condition that business will be continued as economically in the future as in the past—say 85 per cent for new insurance, including renewals paid in advance. Truly the limitation laws of New York are a farce. The up-

shoot may be more fraternal insurance societies.

**Liverpool & London & Globe
Insurance Company**

W. P. Robertson, a former field man, and for three years deputy assistant manager, and since last January assistant manager of the Western department of the Liverpool & London & Globe, at Chicago, has been appointed manager, succeeding the late R. H. Purcell.

Hugh Lewis will succeed, as general manager of the company at the home office, A. J. Dent, who retires at the end of this year.

The office building of the Pacific department of the company, at California and Leidesdorff streets, is now being enlarged, the work of adding five stories having begun last week.

Oregon Fire Business In 1919

Fire premiums gained every year since 1911—notably in 1916, '17, '18 and '19.

Last year's total was nearly eight times that of 1897.

Net premiums in 1919, \$7,734,708; losses incurred, \$2,564,581; loss ratio, 33 per cent; losses to premiums earned, 45 per cent. Gain in premium, \$1,344,000.

Oregon Marine Business In 1919

Risks written, \$91,738,671, a decline of over \$5,100,000. Gross premiums, \$174,999, against \$305,653 the year before. Losses paid \$75,287, or double the amount in 1918.

Los Angeles is reported to have a population of 15,000 Mexicans.

Earthquake Insurance

The recent ground shivers in southern California have stirred up quite a demand for earthquake coverage.

Wanted: Stimulators

From Washington state comes, "a leading fidelity and surety" company, to the California State Free Employment Bureau, a pressing request for "stimulators." The manager wants all such to apply to the bureau for good jobs forthwith.

Exactly what a "stimulator" is, deponent sayeth not. A New York city man dealing in plate glass, finding demand light, sallied forth one dark night and with trusty brickbats broke several plate glass windows. Was he a stimulator of business? He certainly was.

Does the "leading" fidelity company want a man who will stimulate business by theft, defalcation or bail-jumping?

The National Aircraft Underwriters Association will gather facts and figures of accidents and damages to airplanes, airships and balloons. Members are not expected to do any looping of the loop or racing or bucking the fog.

"Insurance" of Cape Town has been obliged to increase its subscription rate 50 percent to meet increasing costs.

The Republican candidate for president was an agent for the Sun of London and the Fire Association of Philadelphia. This agency led him into the newspaper business and caused him to give up the study of law.

RIOTING

The past few weeks have been made notorious by destructive riots in Denver, and West Frankfort, Ill. Property was burned or otherwise damaged, and several persons were killed. Troops were called out to preserve order. In the Denver riots the cause was a strike of union carmen. The rioters invaded the plant of the Post, a newspaper which had dared to oppose the calling of this strike. In the short time they were in the building the rioters did all the damage possible, by throwing objects into the moving machinery. In the West Frankfort riots the cause was racial. A young Italian was arrested on a charge of murder of his companion. There had been previous murders of similar type. The foreigners were driven away, and some of their houses were set on fire. Other property was damaged and there was some looting.

In the Eastern and Southern states there have been similar riotous exhibitions by organized and unorganized labor and by class or race against class or race and by mobs bent on lynch law executions. In almost every case public or private property has been destroyed or damaged.

There will be more rioting and destruction. But nobody knows where or when.

There is still need for insurance protection against loss by rioting workmen and their sympathizers, and by I. W. W. and other mobs.

The Santa Fe R. R. hires only Mexicans as section hands.

California Insurance Company Now Has One Million Capital

The capital of the California Insurance Company of San Francisco has been increased from \$400,000 and the net surplus has advanced from \$693,722 to \$807,000. The total assets are now \$3,184,000.

Colorado Rates Ordered Reduced

Results of underwriting in Colorado in 1919 by classes, as reported by the companies, have been measured by the state insurance department, which finds the profit column too long. The insurance commissioner has therefore ordered a revision of rates whereby the "excessive underwriting profit" be reduced about a third of a million on September 20. If it turns out that next year there is an underwriting loss the underwriters will have no redress.

Strengthen the Ex-Soldier's Resolution

The honest life company and the honest life agent will urge ex-soldiers and ex-sailors to continue or reinstate their government life insurance. No company, under the circumstances can issue a better contract, nor hold the membership as well. Moreover, every young soldier and sailor who continues his government policy will become the friend of life insurance—if he receive good counsel from life men—and will in time become a good prospect for more life insurance.

An American congressman urges all who place insurance abroad to insist that losses be payable in American money or its equivalent in value.

CHIPS

—Marine.—A New York paper prints a letter concerning a French house's experience with some American Marine companies slow in the settlement of claims. The French firm complains of delay in the payment of losses and asks for particulars by its American shippers so that it may place the insurance in France. The companies are not named and may be those newly engaged in marine business and without a good organization.

—Real Estate.—Listing of property for sale does not give an exclusive or irrevocable agency.—190 P. 163.

—Indemnity.—Negligent employer may enforce indemnity against third person causing injury to employee. Third person furnishing defective appliance must indemnify employer for injuries to employee.—84 S. 874.

—Confidential.—What doctor told insured is not admissible on issue of good health.—84 S. 810.

—Life.—J. Stanley Edwards, president of the National Life Underwriters, must be a great man, for no sooner did he enter northern California than southern California tipped up.

—The writer hereof was a good life risk for twelve years, and engaged in business in nearly all that time, but was never in the twelve asked to insure his life by the representative of any legal reserve company.

—The Provident L. & T. still "neglects" to report dividends paid its stockholders.

—Accident.—Some time ago we printed an account of a claim resisted unsuccessfully by the Frankfort for fourteen years. Here is a case where an employee was hurt by falling over one of its guy wires, in January 1911. He recovered judgment for \$2,500 from the insured telephone company. Appellee paid the judgment and sued the Frankfort. Judgment for insured. Frankfort appealed. Judgment affirmed. This case has now been in court since January 1913. Insurer could have defended the suit against insured but refused in any way to participate therein.

—Accident.—A woman bought a cake, bit apiece containing a nail, and suffered from sore gums and illness. It was necessary to have three teeth extracted. She sued the manufacturer of the cake, for damages, but the lower court dismissed the complaint, on the ground that there was no contractual relation between cake-maker and cake-eater. This judgment was revised by the New York supreme court, which held there was an implied warranty by the manufacturer.

—We value the Coast Review very highly.—A. C. Baker.

—Fire.—The following named fire and fire-marine companies do business in Colorado, but not in California: American of New York, Christiana General, Eagle, Farmers of Penn., Federal Union, First Reins, First Russian, Granite State, International, Inter-State, Iowa National, Jakor, Liberty, Lumbermen's, Marquette National, Maryland Motor,

Mechanics, Michigan Millers Mutual, Milwaukee Mechanics, Moscow, National of Denmark, National Reserve, National Security, Nippon, Nordisk Reins., Northern of Russia. Norwegian Assur. Union, Norwegian Atlas, Ohio Farmers, Potomac, Preferred Risk, Prudentia Re and Co. Reins., Salamandra of Denmark, Russia, Salamadra Scandinavian American, Second Russian, Skandia, Skandinavia, South Carolina, Swiss Reins, Union Hispano American Union & Phenix Espanol, Warsaw, Western of Penn.

—The salary continuance policy is the latest.

—Los Angeles map books number seventeen; San Francisco map books number nine. The former city covers 365 square miles and a new annexation will bring the total up to about 400. The latter city covers only 46 square miles, including several square miles of sand dunes and peaks. Los Angeles maps block one district over fifty miles long.

—Our Senior is preparing to take quite a long vacation, perhaps abroad, in Tahiti or Tijuana, where he hopes to get thawed out and recover permanently from lagrippe or influenza effects. Medicines in foreign lands are said to be of full strength and efficacious. Coast Review would like to engage some hustling insurance or newspaper young man desirous of making a name for himself in the insurance world. For particulars of this opportunity, call on or address this journal at once.

—A tremendous amount of general

advertising is being done by big interests, who prefer to dispose of excess profits in this way. This expenditure has helped to treble the price of paper. Some big interests are also paying large bonuses to employees for the same reason, it is said. Insurance companies of course have no excess profits for the government. —Hartford Fire has reinsured all the United British business in this country.

—Marine.—G. L. West has resigned as underwriter for the joint Phoenix Assurance and Norwich Union Pacific marine department.

—Landlord.—After plaintiff's tenant, who was in arrears, abandoned the premises leaving therein furniture which he had bought from defendant but had not finished paying for, defendant's entry into the premises to remove the furniture, made over protest of plaintiff, was an "unlawful entry" within Civ. Code 1912, and cannot be justified even though there was no breach of the peace.—**South Carolina**

—Marine Loss.—Str. West Hepburn from Manila, at San Francisco, with hold a swamp of water. Hardwood logs had been loaded on top of a big shipment of sacks of sugar. In heavy weather the logs shifted and broke a bilbe pipe. Cargo of sugar flooded. Five months ago same steamer arrived with five feet of vegetable oil flooding one of her hatches. Sabotage was denied. Captain Weith has been relieved of command. Many of crew discharged. Damage \$50,000, it is said.

—Herbert Folger, assistant general agent under George H. Tyson, who was stricken some two months ago, is somewhat better and able to move about; but the doctors say he must remain at home for several months.

—Secretary Geo. I. McIntire of the Merchants Assurance has been looking after the interests of the company in the South.

—Life.—The Abstainers and General Life of Des Moines, which has been groggy for some time, has left the high road and fallen into the ditch of a receivership. Can it be there are now no abstainers in Iowa.

—The American Equitable goes to J. E. Fuller for California. He reports to the head office.

—Excuse errors of omission and commission, this time. We have moved, and a move is worse than a fire.

—Accidents.—In the past week there were 500 industrial accidents in Oregon, with three fatalities.

—The Pacific Mutual News of August prints the promised article on "The Netherlands of California" by Secretary Moore. It is an illustrated account of the reclaimed San Joaquin delta lands, where eighty bushels of shelled corn is grown to the acre and where there is a 1400-acre potatoe field. The photo-engraving in this issue is as usual first class. In the course of his interesting Delta story is this interesting item: Andrus Island was once owned by Dr. George A. Moore, who for twenty-five years was president of the Pacific Mutual. The Doctor built the first Delta dredger, named after himself,

—The Palatine now has \$7,000,000 assets.

—Scientific American offers \$5,000 for the best article on Einsteins great discovery of the bending of starlight by our sun. Here's your chance, Willie.

—The West Coast Life has \$45,000,000 in force, a gain of over 12 per cent since January 1. Assets have gained over 10 per cent.

—There are now three British fire offices more than two centuries old—the Sun, the London, and the Royal Exchange. Each at one time maintained a corps of firemen and an engine for pumping water on fires.

—British papers are printing pictures of the new home office building of the London Assurance.

—Rudolph Herold Jr., the well known San Francisco broker, is again at his office, after being in a hospital for a minor operation.

—Willard Done, ex-commissioner and ex-agent, has been appointed executive secretary of the California Association of Local Agents. If anybody can make the association an entirely safe, sane and serviceable body, that man is Mr. Done.

—The funeral services of the late Mr. Stoy were attended by a large number of San Francisco underwriters. Gray's chapel was filled with mourners, the personal friends and business associates of the deceased.

Victoria, B. C., has taken over 800 pieces of land for \$750,000 taxes unpaid.

Distribution of Loss—Basis of Commercial Security

We are reminded by the bicentenary celebrations of those twin brethren the Royal Exchange and London Assurance Corporations how very modern is that great fabric of insurance by which commercial operations throughout the world are underpinned. Joint-stock banking, which supplies the machinery of credit to industry and commerce, and joint-stock insurance, which makes the issue of banking credit possible, are the foundations of the commercial structure everywhere. Yet they are both of them little more than two hundred years old. Insurance could have been—in fact was—organised in an elementary form without banks, but banks, other than those primitive ones of note issue, could not exist as credit institutions on a wide commercial scale without the aid of insurance companies. The essence of insurance is the distribution of loss.

When a ship is sunk at sea, or a building on land is destroyed by fire, the community suffers an irreplaceable loss. So much material and product of brains and labor have gone never to return. What insurance does is to distribute the financial loss over the largest possible area of contribution. Joint-stock companies or Lloyd's underwriters are the machinery by means of which this loss is distributed. Marine insurance in some respects—especially in the principle that a sacrifice insured in the common interest should be shared in common ("general average")—goes back to the very early days of com-

merce. General average appears in the Common Law of Rhodes, and is explicitly laid down in that most ancient of English maritime codes known as "The Laws of Oleron" (Richard I.). But fire insurance did not begin until after the Great Fire of London, 1666, and was not organized in its modern form of premiums paid to insure definite risks until the Sun rose in 1710. An older mutual form of fire insurance was continued by the Hand in Hand until its absorption by the Commercial Union, but in fire insurance the joint-stock system almost wholly superseded the mutual or co-operative system. We have, of course, with us very strong and successful mutual life offices and the mutual shipping clubs, but, generally speaking, and confining ourselves to the insurance of property—which is entirely distinct in principle from personal life or accident insurance,—the joint-stock companies have won. Their system has made for simplicity and security.—*Manchester Guardian Commercial*.

The Liverpool, London and Globe now has \$95,000,000 assets.

Havana business men have exhibited a serious lack of principle and business sense. They bought about 15,000 tons of rice, through San Francisco brokers, and the price falling before delivery, the Havana buyers refused to accept the consignments. Perturbation on California street.

The really "live" man is a good eater.

Third Vice-President Geo. B. Scott of the Metropolitan Life Goes to the Home Office—Succeeded by Ernest H. Wilkes

Genial George B. Scott, who has had charge of the Pacific Coast head office of the Metropolitan Life Insurance Company since January 1, 1910, has been called to the wider field of the home office in New York. In these ten and a half years Mr. Scott has made many friends in this field who will miss him. The field force of the Pacific Coast head office has increased fourfold to 1200 and the clerical force from less than 100 then to 380 now. In 1919 the volume of insurance in force in this head office alone exceeded the total in force of all but sixteen of 250 American companies.

Mr. Scott is succeeded at the Pacific Coast head office by Ernest H. Wilkes, who began his career with the company on the Pacific Coast, as an agent. He has been assistant and superintendent, and was promoted to superintendent of agencies of an Eastern territory. He returns to San Francisco fully equipped for his larger duties with the Pacific Coast head office.

Pay Roll Stolen

P. Van Orden & Co., San Francisco, lost their \$3,250 pay roll on pay day. Bandits seized it and escaped. Just a few weeks before, the firm had taken out insurance against such loss.

The British government has ad-

vanced its national health insurance rates to 20 cents for men and 18 cents for women, weekly. Benefits are increased. Employers stamp the cards with the new rates and deduct same from wages. This servants' insurance by the state was copied from Germany—before the war.

When Shot by Robber

A clause in an accident insurance policy, limiting recovery for death intentionally caused by insured or another to 20 per cent of the face of the policy, limits recovery for the death of insured, resulting from an intentional shot by a robber; a statement on the back of the policy that it covered bodily injuries caused solely by accidental means, such as injuries inflicted by robbers, being inapplicable.—127 N. E. 620.

Glass Breakage

According to Travelers experience, stone and ball throwing cause 16 per cent of glass breakage, windstorm 10, explosion over 5, stones and pebbles of building 4, street vehicles 3, and thrown by passing autos 5, settling persons leaning on glass 3 percent.

Die From Accidental Falls

It is estimated, from U. S. Census statistics, that on the average 200 men, women and children die from falls every week in this country.

Reduced allowances of water are officially reported at Martinez, Concord and Crocket, Cal.

Never before dry since 1855, says a citizeness of a Sierra, Cal. district.

FIELD MEN'S NOTES

C. A. Wendler, special agent at Spokane for Edward Brown & Sons, has been transferred to Seattle, where he succeeds W. P. Porep, who has resigned to go with another company. F. O. Vincent succeeds at Spokane.

C. C. Wright, assistant secretary and head of the automobile department of the Fireman's Fund, left for the Northwest July 21 to make arrangements for a successor to automobile special agent Joe D. Wheeler. Wheeler is expected to return soon to travel the Texas field for the automobile department of the Fireman's Fund under State Agent J. H. Snell. Wheeler is well known in Texas where he represented the company for some time before entering its service. It is expected that he will have northern Texas and a part of Arkansas as his field.

George C. Thomas has been appointed automobile special agent for the Fireman's Fund in the Oregon field formerly traveled by Special Agent Joe D. Wheeler. Thomas secured his insurance training in the office of Dooly & Company of Portland. Special Agent Joe D. Wheeler will return to his old field in Texas.

Frank Cleaves, Jr., formerly surveyor for the city department of the Fireman's Fund, has been appointed special agent for the company to travel the north coast of California and Nevada. R. H. Merrill who formerly travelled that field, has been called to the company's head office in connection with the establishment of an improved risk department.

Woolen Industry

Just now there is a big slump in wool prices and in the demand for woolen goods. Many woolen mills have closed down rather unexpectedly or prematurely because of wholesale cancellation of buying orders. sheep men complain that there is no present market and that wool prices haven fallen greatly. A year ago there were buyers, now there are none.

Alameda, Cal., is dissatisfied with its experience with state compensation insurance. Not that accidents to employees failed to bring money out of the state fund turnip; but the city manager believes such insurance with the state compensation fund, or with any private corporation, is unbusiness-like, or stated in a bookish way is unsound economically. In five years the state fund has made \$20,000 off little Alameda, and no doubt has spent it in salaries not spent in the famous sea-bathing city opposite San Francisco. The sum of \$4,000 a year in excess of claims paid city employees and refunds or "dividends" is a tidy sum which it is now proposed that Alameda shall keep by insuring its city employees in a safty fund of its own. Insurance don't care, so go to it, Allie.

The U. S. Revenue department rules that dividends to life insurance policy holders are not to be included in company report of gross income.

The Yokohama F. & N. will write marine business in New York.

ONE THING AND ANOTHER

The general agent of our most active fire mutual says: "We advertise in only one insurance paper. Whenever it roasts us, or rather, lies about us, we show the abusive article to our chief policy holders and tell them, 'this is the way the Board fights us for giving you lower rates and dividends.' This exhibit generally gets us a new or additional line. The same exhibit and statement helps us to get new business. The more free advertising—abuse and misrepresentation—that we get from that irresponsible sheet, the more business we write. I hope it will keep it up."

Americans dig their grave with their teeth.—Unknown. This explains why American teeth are so poor.

The very latest thing is the airplane cop, chasing bandits racing away in stolen motor cars.

Can a man with new interstitial glands from a goat or monkey or hanged or electrochained convict afford to continue his life insurance at the old premium rate? Say at the age of 50 when he has been transformed into age 25?

The value of a "do it now" policy for local agents was forcefully illustrated by a motor truck loss that occurred at Dinuba, California. Wade L. Bates bought a motor truck and insured it for \$500. At 5 o'clock the same day the agent mailed in an application for insurance on this truck to his company. About the same

hour the truck was delivered to a blacksmith shop to have a platform body put on it. At 6:30 an explosion in an automobile repair shop next door, caused a fire that burned the blacksmith shop and completely destroyed Bate's truck. Although a policy on this truck was not written until two days after the fire, the envelope in which the application was received indicated that this application had been in the mail an hour before the fire occurred. Promptness in this case, while it did not legally bind the company, indicated, beyond doubt, the intentions of the assured. Bates received a loss draft for the full amount of his policy.

Y'ought have won the yacht race. Sir Thomas: anyway you won a place in American hearts as a real sport, a man of pluck who deserves better luck next time.

An unusual number of lamp explosions are reported these days. Perhaps the flash point of kerosene should be investigated.

The total production of the Bankers Life Company for the year 1920 up to August 14th was seventy-one million dollars as compared with fifty-one million for the corresponding period of 1919.

An Alameda, Cal., fire truck broke gasoline feed pipe while going to a fire. Machine caught fire and was badly damaged. Did not get to the fire.

At 503 Leavenworth street, San Francisco, black smoke and red flames rising high brought many spectators within a few minutes. Sparks danced about, overhead, and expectation ran high, until it was discovered that the fire was in a one-story wooden building, there in the fire limits in defiance of the city building ordinances. A spectator said: "Oh, pshaw, it is only a paintshop; I hoped it was an apartment house on fire and we might see something worth while!" Such is poor human nature. The crowd were like him, and had a sneaking wish to see firemen rescuing women on fifty-foot ladders, or see somebody leap from a sixth story window. In this case the fire started from the explosion of a gasoline stove, it would seem. Any insurance on this unlawful shanty?

Had the wind blown from the northeast the rooming house, Annadale would probably have caught fire, through the exposed windows.

Apartment houses are paying properties now, and the moral hazard is good; but they are burning. Several apartment houses and family hotels have burned recently, under similar circumstances. Loss virtually total. Flames spread so fast that lives were lost. Several country hotels have burned recently, under as this is written, is the burning of Elton Court hotel at Portland, with four fatalities.

The Liberty National of New Orleans seems to have stolen its name.

Another South o' Market Blaze

The districts of San Francisco formerly known as south-o-the-slot, including the Mission also, have recently had many fires, notably in factories. Two mattress factories burned, a furniture factory, automobile places, and others of various kinds. The total of losses is considerable.

The manufacturing plant turned out office furniture and was filled with hard wood, all fine feed for flames. The fire started in the paint shop of the plant. The total loss is about \$100,000,

British Columbia has sold \$3,000,000, 6 per cent bonds, at 98.91. Credit good.

A forest fire burned a mill near Chewelah, Wash.

California.—The Auburn fire department ran over to Newcastle and did such good service at the Pomona hotel fire that the town merchants raised a purse of \$500 for the helping firemen.

In Shasta county, Cal., the Lensky five-stamp mill was set afire by lightning and burned.

Business section of Coquillan, B. C., a general fire consuming stores, hotel and fire house.

Lightning started twenty-two fires in the California National forest, and 20 fires in the National forest in Plumas county.

UNDERFED

The Whole World Is Now Underfed and Famine Is Never Far Away—War, Short Hours of Labor, Destruction of Capital, High and Special Taxes, Epidemics, and the Killing and Maiming of Millions of Men, are Among the Causes of High Prices and Scarcity of Food

Present conditions, in the world generally, are not natural. We, of course, refer to industrial and financial conditions, and to food supplies and high prices generally.

In Russia the paper money has virtually no value. In several other European countries paper money has a value as low as four cents on the 100. Can par values ever be restored? If not, there may be repudiation.

Wages are very high, wherever there is employment; and these wages correspond to the money inflation. In this country six dollars a day is the wage for common labor, or three times as much as a few years ago. And common labor is said to be 4,000,000 workers short.

Money in circulation is about three times as much per capita as it was thirty-five years ago.

Six years ago Russia, a great storehouse of wheat, helped to feed all Europe. Today it is not feeding itself. Russia has neither government nor money.

Europe draws on us and on Canada for foodstuffs, and will continue to do so for another year at least. Europe is notably underfed. In Russia and other countries many of the inhabitants are starving.

Even in this fortunate land there are very many people who are underfed because of deficient food supplies and high prices. The many "tray" restaurants in cities, with their small "portions" and countless patrons, present convincing evidence of underfeeding. Young men and women try to live and work on coffee and rolls or cake for breakfast and lunch, or hash and toast and tea for dinner. Such food consumption is preparing the way for lung consumption later.

We are certain that the underfeeding in these expensive and troublous times will increase mortality rates. Life insurance companies will have higher mortality experiences, for a time, in the near future. As regards food, Nature prefers a surplus to a deficit, especially for the young.

Selling Broker

Where broker introduced purchaser to owner of store, but thereafter advised purchaser not to purchase the store, spoke about another store he wanted purchaser to buy, and induced purchaser to declare negotiations off, he was not the procuring cause of, and was not entitled to commission for, owner's sale to purchaser, made after purchaser had four weeks afterward resumed negotiations directly with owner, since broker did not procure, but tried his best to prevent, the sale. 182 N. Y. S. 886.

Safety Garage at Third and Pauline Sts., Calxico, Cal., burned with thirty automobiles. Adjacent theater and stores damaged. Loss \$50,000.

MENACE OF STATE INSURANCE

It is many years now since "state insurance" was first spoken of as a possibility. Reptile socialism was then crawling into the open, and the "reptile press" was showing a willingness to serve the most subversiveisms for any increase in circulation. At bottom, active and practical socialism was then, as now, actual bolshevism, demanding, first that "all public utilities be owned and operated by the government." It is not far to assume that insurance is a "public utility" too; and hence the first step was workmen's compensation insurance by the state; and the second step was taken by the politicians of Ohio, who made workmen's compensation insurance a state monopoly.

"State insurance" no longer means "self-insurance," or the creation of a fund out of which fire losses on state property may be paid. The phrase now means insurance by the state and may cover any and all hazards to property and person.

New Zealand, largely agricultural, with a small population occupying the two islands, is sympathetically and politically somewhat socialistic, and experiments along lines of government ownership and operation in a moderate way. It compels the breaking up of large land holdings, owns the railroads, and has several government insurance companies which can not be said to be conspicuously successful or economical. Competition by private insurers is not prohibited, as in our oligarchy of Ohio; but government employees

are boosters and helpers, and government buildings and offices save rent charges.

New Zealanders have too much sense to be socialists but are yet visionary enough to believe that government can operate railroads and insurance companies more economically and more efficiently than private capital. Americans are like New Zealanders and may go much farther because of banded labor men who hope, through government ownership, to extort higher and higher wages at the expense of taxpayers or consumers.

Our politicians crawl in deadly fear of organized voters and are always willing to create more departments and more political jobs. When the pressure for place and pelf becomes too strong, and no more ready resource offers, what is more likely than the extension of government insurance to property of some kind and also to other classes of risks?

This is the real menace, and if there be no organized opposition this country will surely see, ere long, the gradual and serious extension of insurance by state or national or municipal or county government, by one or more or all. Herein is plenty of educational (and political) work for Insurance Federations.

Germany has state insurance of buildings, leaving the insurance of goods to private companies, as we are informed. Italy now has a monopoly of life insurance, England has government stamp compensation insurance for household servants, a

form copied from Germany. It is evident that the socialistic leaven of insurance by the state is working overtime. The sturdy age of Self Reliance is passing; the weakling age of Leaning on the Government is arriving.

Strike While the Iron Is Hot

There is nothing like striking while the iron is hot in any business transaction or development of the selling game. You cannot afford to let the proposition cool or you yourself lose interest or enthusiasm for it. If you, whom the proposition in hand interests supremely, find yourself becoming cooled off or losing interest in it, how can you expect the prospect not to feel the same way? In fact he probably has not been eating and sleeping with the idea the same as you have, therefore quick and continuous action is obligatory if you would keep his mind centered on the plan that you proposed to him.—*Manhattan Life*.

Chico, Cal., 4th and Oleander, Pulley barn and Wilson drug and contents. Spontaneous combustion of new alfalfa hay. Loss \$5,000, insurance loss \$3,000.

Lightning fired big barn at Lewiston, Trinity county; two other barns caught fire. Thresher, wagons, harness and crops consumed. Tractor and horses saved. Loss \$10,000.

Klamath Falls, Ore.—H. E. Crane sawmill at Swan Lake burned. Loss reported \$17,000 with \$12,000 insurance. Recently built. Pipe line

disconnected a quarter-mile out. Incendiarism suspected.

In Umatilla county, Ore., on C. F. Smiley of any responsibility. of standing grain. Fire started in two parts at once. Pomeroy, the state arson investigator, says I. W. W. were responsible. He acquits Smiley of any responsibility.

Clarksburg, Cal.—Sacramento Farm Co. lost \$28,000 by grain fire. Started by sparks from a harvester.

In Princeton, Colusa county, Cal., a blacksmith shop and candy store burned together with \$7,000 loss.

"Considered as a whole, insurance is economically unsound. To distribute \$2,000,000,000 costs another \$2,000,000,000. Perhaps insurance is a necessary evil."

"Government too is economically unsound. It costs, in normal times, \$8,000,000,000 every year. Government is a necessary evil."

"The devil will be to pay before long."

"He always collects."

"Can we always expect to have our underwriting done for us?"

"My favorit reading is the patent insides of a country weekly."

"Town marshals are now searching parked automobiles."

"So I see. I shan't stop in any country town."

"There seems little difference between an autocracy and a democracy."

Some men are illest when they appear welllest.

Dangerous Red Bug

Not Russian, but Spanish red, a little, a mite of a bug, before heard of, bit a man in the interior of the state of California and he died.

We mention this because of the fact that there have been similar red bug fatalities. But the local doctor says the sore from the bite became infected and the man died from blood poisoning not bug poisoning.

Nevertheless, our warning is, if a red bug bites you, see the doctor at once.

San Francisco was flattered when selected for a national political party convention to name a candidate for the Presidency. But now comes the Saturday Evening Post, which is published on Thursday morning, and says the city was not "selected." Read this Posterette:

"As soon as it was discovered that San Francisco had \$125,000 real money the Democratic politicians for the privilege of entertaining the Democratic convention this year, wise persons whose business took them to that convention wired for reservations at the San Francisco hotels without waiting for the formal acceptance of the offer by the national committee, because these wise persons knew what would happen.

"So much money made a long convention necessary, in order that the subscribers might have full opportunity to recoup themselves."

Ohio is the guilty state which originated "state government expenses wholly paid by corporation taxes"

and "state monopoly of workmen's compensation insurance." Both measures are socialistic though autocratic, and while concealing the source, actually add to the burden of taxation which all consumers pay. Both add to the high cost of living—both increase the number and security of political jobs. Here is work for the educators of the Insurance Federation, for state compensation insurance is the entering wedge which open up the way to state insurance generally.

West Virginia has a war measure law making able-bodied male residents 16 to 60 vagrants if not working thirty-six hours a week in some lawful occupation, no matter if he had a bank account or an income from rents, bonds or loans. The law is now held to be unconstitutional—fortunately for insurance men retired on pension.

San Francisco's new grand jury panel has among its members "Harry M. Kelly, insurance agent." Also two women. This jury is never locked up.

It is said by the press that Willie Hoppe, ivory chaser, carries \$100,000 accident insurance on his hands.

Just before the great war the French high court rendered a most uncomplimentary decision against the Equitable Life. It was a "roast" from start to finish. The decision was published in L'Argus of Paris at the time.

Population

When the Coast Review was established the population of Oregon was 25,000; of Montana (territory), 21,25,00; of Montana (territory), 21,000; of Idaho (territory), 15,000.

How much money did the New York Life and the Mutual Life lose on their investments and deposits in Mexico? Dare they tell?

The three old New York giants lament that they "have about reached the limit" of new 1920 business permitted by the law. If this be true why do they pay 75 to 85 per cent for new business?

Tobacco stores appear to have trebbled in number in the past twelve months. In cities at cross streets all four corners, or at least three corners, down town, are occupied by tobacconists. Many cigar stores sell candy also. There is more gambling in back rooms too. Increase in the use of tobacco and candy and doped soft drinks is credited to the "death of John Barleycorn." The writer notices many young persons calling for a morning "jolt" of extract of the cola bean, and he fears that later they seek moonshine solace.

The new minority government, or government by a minority, in threat of organized labor's leaders to call a general strike if there be legislation which these "reds" do not approve. Law should penalize such threats.

Indeed, strikes by public utility workers should be prohibited by law, and wages should be fixed yearly on the basis of average living costs.

There are foolish parents who are proud of the fact that their children are "small eaters." Such children are generally short lived or as grown ups are frail and failures. We are what we eat and digest. Good workmen—brain or hand workers—are good eaters.

Raisin growers are now paid 15 cents a pound. Raisins are now being imported also. Being sweet and dried on the vine they have a special value to grape juice buyers.

An Aetna Life traveler in New Mexico has lost his license in that state.

You can not be strong if you do not encounter resistance and difficulties.

Knowledge and wisdom are forms of strength.

Better a weak chin than a weak stomach.

The American Railway Express received through an authorized agent a sum of money to be remitted to a person in a nearby town. The money is still undelivered, three months late. "We will investigate: it may take six months." Such was the answer to the complaint of the sender. Un-businesslike. Why not pay at once and take up the receipt and cancel the remittance by express? We prefer the postoffice M. O.

GENERAL

**One Who Fails to Remit
Premium Is Liable for In-
surance Otherwise Due**

By a series of transactions covering several years, the appellant accepted from the holder of a fraternal insurance policy his monthly dues and undertook to remit the same to the fraternal association, but failed to remit the dues for one month, by which the policy lapsed and the assured was suspended. Upon the death of the assured the appellee, who was the beneficiary named in the policy, brought suit against the appellant to recover the amount that would have been due on the policy if it had not lapsed. Held that appellant, having entered upon the performance of the duty to remit the monthly assessments, became liable for any injury resulting from his misfeasance.—*Maddock v. Riggs*, 190 P. Reporter 12, July 5, 1920.

**Did Not Cover in New
Warehouse**

A policy covering "broom corn, their own or held in trust or on consignment or sold but not removed, contained in frame warehouse building detached about one hundred feet from factory building," held not to cover broom corn taken from such warehouse and placed in a new warehouse about 100 feet distant, the old warehouse being torn down and a smaller one constructed in its place, broom corn being divided be-

tween the two new warehouses.

**Counterman's Remark Not
Binding**

An assurance by a counterman in the insurance office of a sub-agent that "the form was broad enough to cover any warehouse around there, that is, a frame warehouse," held nothing more than expression of an opinion as to broom corn covered by a fire policy, which was too general and indefinite to estop insurer from denying liability on broom corn moved from one warehouse to another—*Levinton v. Ohio Farmers of Leroy*. 110 A. Reporter 295, July 1, 1920.

**Termination of the Insur-
er's Liability**

Under a fidelity bond insuring an employer against breach of fidelity on the part of an employe and requiring a claim to be presented to the surety within six months after the "date of the termination of the surety's liability," the claim was required to be presented within six months after termination of the insurance by expiration of the time for which the premium was paid, the "date of termination of the surety's liability" not being, as claimed, the date when limitations had fully run against an action, as "liability" was not used as meaning a fixed and absolute obligation to make good a defalcation, but as meaning the condition of being exposed to the upspringing of an obligation to discharge or make good an undertak-

ing of another, or a loss or deficit, or the being exposed or subject to a given contingency, risk, or casualty which is more or less probable. Two Justices dissenting.—First National Bank of E. I. v. National Surety. 127 N. E. Reporter 479, June 29, 1920.

A clean flour mill reduces the explosion hazard to nil.

Like Ike and Mike, "Dawson" and "Lawson" look alike.

Help the helpless but help others only to help themselves.

Nature intends that you shall work—not worry.

There are in circulation in California several referendum petitions.—nobody knows how many. One to have the farmers and city-home owners pay all the taxes, in order to lower rents and food prices. One to require a larger percentage of signatures to get a referendum measure on the ballot. Now any fool measure can be got onto the ballot by any fool petition passer. Another to permit big banks to form insurance brokerage agencies. Another, to prohibit Japan from owning or leasing land; or buying or leasing land, as parent or guardian, for an American-born Japanese minor; or owning a share of any corporation owning land in the state. If a citizen unable to lease his land to white people should lease to Japanese, his land will be confiscated.

Los Angeles county supervisors have made a department of aircraft. Pilots will be examined and licensed. Visitors must take out licenses. An aircraft "cop" has been appointed to enforce the rules.

PAST

When the Mutual Life Cut Premium Rates in 1872

The following very interesting bit of history is worth a place in our Past department. It appeared in "The Insurance Index's" 50 years edition, and is from the pen of David Parks Fackler, F. A. S., the well known actuary, whose contribution was entitled, "The Last Fifty Years in American Life Insurance." The second volume of the "Coast Review" contained an account of this reduction, which was made by President Winton because of the general practice of rebating in those days, when a rebate was regarded as only a payment of dividends in advance.

"One of the most remarkable events, since 1868, occurred late in 1872, when one of the very largest insurance companies decided to crush the rivalry of new companies by a reduction in rates. It announced that in 1873 its rates would be cut down greatly; the new premiums would be based upon the American table and 4 per cent interest, with 10 per cent loading for all forms of policies; in this way, its ordinary life premium of \$26.38 at age 35 would be reduced to \$20.72. This was followed by a storm of protest, first from the other insurance companies, and then from the policyholders of the company itself. The other companies sought the opinions of three consulting actuaries—Elizur Wright, Shepard Homans and the writer, all of whom joined in an opinion condemning the proposed action as a greater reduction in premium than was warranted by mortality experience, so far as compiled. This opinion, along with a protest signed by prominent policyholders, was published December 4, 1872, in the leading daily papers of the large cities throughout the country, and ten days afterwards the offending company rescinded its action. It will be noted that the rate above stated for age 35 is decidedly lower than

the participating rate of any company at this time. Six years later, the same large company again adopted rates decidedly less than were generally charged by mutual companies, the premiums for ordinary life policies being made just 15 per cent lower than its previous rates. As these reductions were much less than proposed in 1872, they were not opposed by its policyholders or the other companies. After employing these lower rates for five years, the company abandoned them, and adopted premiums higher than those used by other companies, having found, apparently, that lower rates did not attract business.

1916

This year in San Francisco was made memorable by the controversy of the Insurance Brokers Exchange and the Eastern brokerage firm of Marsh & McLennan. This firm (a partnership in some cities and incorporation in others) applied for admission to the Exchange.

Pending action, charges were filed with the executive committee that this firm had recently secured control of the insurance of a certain large California corporation by guaranteeing to deliver such insurance at rates less than the prevailing Board rates, and that M. & McL. had not been released from such guarantee.

Without such release the application for membership could not be accepted, unless the Exchange rules were broken or amended.

President J. B. Hauer addressed a letter to Marsh & McLennan at Chicago, asking for a signed letter denying that this big California line was obtained under a guarantee to reduce the present rates other than by improvement of the risks.

It was also asked that the applicants should state, in their letter, that all business done within the jurisdiction of the Board of Fire Underwriters of the Pacific, through the applicants' Eastern or other representatives, should be placed only by the San Francisco representative.

The inquiries in this letter were answered indefinitely and unsatisfactorily, but the letter contained this:

"It may interest you to know that the for some time past has had a letter on file from a competing broker or agent guaranteeing a rate in Board companies considerably less than the one we are now charging."

In a subsequent letter Marsh & McLennan "absolutely and finally" refused to produce a letter from assuring the Exchange, as required by its rules as a condition of membership, that "we have not guaranteed them a reduction in their existing rates."

Marsh & McLennan withdrew their application for membership, and their temporary membership deposit of \$100 was returned to them.

This is a bit of interesting Coast insurance history which we deem worthy of recording in this department.

This firm is now a general agency at San Francisco and is a member of the Board of Fire Underwriters of the Pacific.

The united Insurance Commissioners (Convention) considerably and justly agreed, after the war broke out and stock and bond quotations steadily fell, to accept average values, covering a considerable time, in the making of required annual reports. When it is remembered that the decline in market or selling values of Exchange securities averaged 15 percent, it becomes evident that some big institutions (and small) were technically insolvent and could have been seriously embarrassed by the unfriendly action of some narrow-minded state official. For example, a giant company with say \$500,000,000 bonds and stocks at old par would on December 31 quotations have only \$425,000,000. The difference would have wiped out the surplus. The medium sized companies were generally in a better position in this respect, and some had only a small proportion of their assets in such securities.

We keep this head standing: Texas has a New Life Company.

Twelve Months Principal Court Rulings

A second mortgagee may sue in his own name upon a policy, though the loss is made payable to both him and the first mortgagee. 611

Evidence of conduct of referees, including what they say and do, is competent to prove the referees biased and prejudiced. 463

Mortgage clause attached to policy constitutes a new contract between insurer and mortgagee for the latter's benefit. Whenever a change of ownership becomes known to the mortgagee and he fails to notify the insurer, his interest is thereby invalidated. 527

Defendant insurer cannot seek to impeach an award of loss on appeal, where the validity of award was not questioned by either party at the trial. 611

Knowledge of agent is imputed to insurers, irrespective of whether he told them, or even misinformed them. 693

Broker's oral contract is not binding on the insurer. 694

Words or conduct of agent may waive vacancy clause. 864

Right of insurer to enforce forfeiture of policy for non-payment of premium or note is not waived by mere silence or inaction by the insurer. 863

SAN FRANCISCO PREMIUMS

The greatest amount of premiums received from San Francisco business was in 1907, when the total was \$5,725,424. Rates were unusually high in the burned business sections in that year because the buildings were of temporary wooden construction.

The number of companies writing San Francisco business in 1907 was only 92. In 1919 the number was 142.

San Francisco premiums in the past six years have been :

1914	\$ 4,052,770	1917	\$4,209,771
1915	3,883,886	1918	4,330,624
1916	3,820,077	1919	4,920,281

American companies write about two-thirds of this business, and foreign companies about one-third. Of the 142 companies writing San Francisco premiums, 36 are foreign. No German company is among them. All are British except two.

PACIFIC COAST BUSINESS

Business was good in this field. Again there was a large gain in fire premium insurance, due to increased coverage. The surcharge contributed also. The grand total was some \$55,000,000, with a loss ratio of about 38 percent. California premiums were \$26,707,384, with 34 percent losses. This state furnishes about half the Coast premiums and the most of the underwriting profit.

National Convention of Insurance Commissioners in California in September

A three-days session, during the first three days of September, at the Beverly Hills hotel, Beverly Hills, Cal., near Los Angeles, will be the fifty-first annual meeting of the National Convention of Insurance Commissioners. Fine weather is promised.

Gov. Wm. D. Stephens will make the welcoming address. Joseph G. Brown, president, will then deliver the annual address. All which, with the call of committees, will consume all of Wednesday morning.

In the afternoon, "Policy Contract and Operation of Mutuals" will be read by Commissioner Thos. B. Donaldson of Pennsylvania. This will be followed by discussion.

"Automobile Liability Insurance" will receive due attention from C. W. Hobbs, Massachusetts commissioner, and will be followed by discussion.

On Thursday morning "The Development of Insurance as Shown by New Lines or Classes" will receive actuarial treatment by H. L. Phillips of Minnesota. Discussion.

"Reciprocal or Inter-Insurers" by Claude W. Fairchild of Colorado. Discussion.

On Thursday afternoon "The Actual Operation of Workmen's Compensation Insurance" will be handled "without gloves" by F. H. Hardison, ex-commissioner of Massachusetts. Will he favor state compensation and a monopoly? Due

discussion, three commissioners participating, five minutes each, as usual.

"Insurance Supervision: Its Record," by James R. Young, commissioner from North Carolina, who made some record at the convention at Spokane. H. O. Fishback of Washington will participate in the discussion.

On Friday morning there will be a Letter Box on Departmental Rulings and Problems. Reports will be read, officers will be elected, with adjournment after the executive session.

Over at Long Beach on Wednesday evening the Life Underwriters of Los Angeles will give the visitors a banquet; and on Friday evening at the home of Vice-President Lee A. Phillips of the Pacific Mutual Life the commissioners will be tendered a stag dinner. Meantime the ladies of the Convention will have tea at the home of President Cochran of the Pacific Mutual Life.

This program should prove to be interesting and of practical service.

Oil on Bay Front

Complaint of dangerous floating oil about the San Francisco wharves is made by shippers and waterfront people. There is a law against dumping or pumping or leaking oil on the bay, but it is believed that waste oil is being pumped out with bilge water at night. Search is being made for the law-breakers. The floating oil is a fire menace.

Not Surplus Funds

So much of the "surplus" funds of a life company as belongs to "deferred dividend" policyholders only is not surplus at all. Such funds constitute a liability to a part of the policyholders; and they cannot be used to pay obligations to other policyholders.

Annual statements of companies which formerly wrote deferred dividend policies and now have much of such insurance in force do not claim these obligations to be "surplus funds."

Mrs. Howe and Mr. Ponzi

Both these wizards of finance chose Boston as the field for their miracle working schemes, and both found many credulous investors.

Mrs. Howe opened a woman's bank and offered something like 10 per cent a month to depositors. Her promises and explanations we do not now recall, but she paid the promised dividends for awhile by taking the money out of the deposits or loans of fresh suckers. Women fought for the privilege of lending money to the new woman's bank. The bubble soon burst.

And now, a generation later, Ponzi opened the Security Exchange in Boston and collected or borrowed millions, for which he gave certificates promising to repay plus 50 per cent interest at the end of ninety days. The thin explanation of the source of Ponzi's "great" profits is familiar to the reader. He gave a certificate for "exactly \$200 exactly"

and promised to pay back "exactly \$250 exactly" at the end of ninety days. The young Italian fleeced his fellow Italians unmercifully.

Americans (bankers) have been known to buy stock of new ventures sold at 30 per cent expense, who still expect to get their money back plus.

Printer's Risks

Brokers and agents handling a printer's risk should see to it that the gasoline clause should be more liberal than for madam who cleans her gloves with this grease-evaporating, motor-impelling fluid. The printer washes his print-ink off type and distributors with gasoline. It is a necessity, and, the custom of the trade requires a considerable quantity to be ready at hand at all times; and sometimes or in some large offices a large quantity must be in stock, and of course safely and separately stored. The household permit should not be "slipt over" on the careless and trusting printer, however liberal and fair may be the insurer, lest possibly some martinet make him trouble. The restrictions as to volatiles are everywhere violated, because of custom and necessity, by printers, dentists, jewelers and others, but it is very seldom indeed that loss claims are resisted under such circumstances.

Landing of the Pilgrims in Massachusetts 300 years ago is to be commemorated by the issue of a special series of postage stamps.

MAIL MATTER

The postmaster general may, under rules prescribed by him, authorize postmasters to pay limited indemnity claims on insured and collect-on-delivery mail.

When letters are returned from the dead-letter office to the writers, a fee of 3 cents shall be collected. The time when undelivered letters shall remain in any postoffice and when they shall be sent to the dead letter office, may be regulated by the postmaster general. The postmaster general may accept first class matter with prepayment but without stamps affixed.

have had my life insured for \$10,000 in your favor," and he flourished the policy before her. She paused a moment, and then, raising her large and lustrous orbs to his, she said: "Before I give you an answer I would like to know the state of your health."

An Illinois farm of 160 acres, well improved but not near a large city, sold last month for \$80,000 or \$500 an acre. Fifty-five years ago, as raw land, it could have been bought for \$10 an acre. Farm land values are generally too high—that is, the prices asked are too high, everywhere in this country.

"Be my wife," he implored; "be my wife, my adored one. See! I

Lodi grapes bring \$140 a ton.

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. ☞ IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. ☞ THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR

Write for Complete Information

**The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA**

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL - JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	\$15,871,765
NET SURPLUS,	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	\$3,315,679
SURPLUS TO POLICYHOLDERS,	1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg.

San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

No Proof of Infection While at Work

The California industrial accident commission refused to award a movie house cashier compensation benefits for eye trouble, which she says was the result of handling dirty paper money. Miss Smith suffered from trachomatous infection of one eye and was ill for a month. The commission ruled that it could not be proved that the infection was contracted while the applicant was at work.

53 Fraternals in California

California has licensed fifty-three fraternal insurance societies, and two business assessment associations.

"I understand the convict who escaped was noted for his polite manners."

"He was unusually polite. Even in escaping, he left a note for the warden saying: 'Please excuse the liberty I am taking.'"

The merchandise salesman can not succeed unless he knows his goods. Why should the life insurance, the family protection salesman, expect to succeed if he does not know his goods, the policy contract?

Moved

Coast Review Business Office

IS NOW AT

417 Montgomery Street, San Francisco

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME INSURANCE COMPANY NEW YORK

Cash Assets, January, 1920, \$54,595,060.31	
Cash Capital	6,000,000.00
Liabilities	32,769,093.99
Net Surplus	15,825,966.32
SURPLUS as Regards Policyholders . .	21,825,966.32

FIRE and ALLIED BRANCHES of INSURANCE

Aircraft, Automobile, Explosion, Fire and Lightning, Hail, Marine
(Inland and Ocean), Parcel Post, Profits and Commissions,
Registered Mail, Rents, Rental Values, Riot and Civil Commotion,
Sprinkler Leakage, Tourists' Baggage, Use and Occupancy, Windstorm

STRENGTH

REPUTATION

SERVICE

CALIFORNIA COMPANIES

CAPITAL. NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	PREMIUMS LOSSES TO	PREMIUMS EXPS TO	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
		\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
California San Francisco, 1905. C. O. Holman President; W. E. Dean, Vice-Pres.; Geo. W. Brooks, Secretary Capital \$400,000 Net Surplus 698,722	1920 1919 1918 1917 1916 1915 1914 1913	2,227,725 1,879,280 1,631,300 1,296,477 1,061,323 889,848 1,024,513 1,140,865	1,179,003 889,848 737,139 561,617 482,255 416,438 549,229 593,007	1,093,722 989,862 824,201 714,870 632,067 578,053 591,636 679,293	1,012,190 767,796 647,709 503,385 338,363 381,427 350,680 513,492	1,402,441 1,070,425 824,369 659,884 448,212 421,283 482,561 493,910	1,572,962 1,131,165 791,192 701,066 512,334 481,490 540,977 573,521	1,188,001 829,005 1,191,133 809,980 518,860 586,406 563,925 617,184	503,433 389,847 279,712 195,979 197,650 182,182 290,969 315,919	614,229 416,773 339,441 272,380 204,478 201,466 195,825 220,894	34.4 35.5 33.9 31.0 44.1 43.2 60.3 63.9	42.0 41.2 43.2 48.2 41.1 47.8 40.3 41.7	953,857 682,845 545,472 418,544 451,875 466,942 472,112 486,112	351,701 199,966 154,587 175,976 226,578 199,577 194,510 151,335	36.8 29.2 28.3 39.1 42.8 42.8 41.0 31.1
Capital Fire, Sacramento 1911 Capital \$ 225,000 Net Surplus 41,935	1920 1919 1918 1917 1916	420,706 473,606 411,939 410,273 420,097	162,771 216,248 163,853 137,748 90,296	266,935 252,357 278,106 268,330 334,801	113,840 149,760 122,546 94,505 71,481	208,662 231,959 301,004 148,502 118,067	293,647 248,730 218,491 166,536 203,930	318,163 234,778 196,363 166,960 114,719	184,854 130,482 89,467 89,867 56,910	129,802 99,934 80,962 77,094 58,809	88.6 57.4 60.5 47.0 63.6	62.2 40.2 51.9 49.0 64.1	59,631 121,411 63,441 67,431 68,414	42,911 24,081 30,639 25,225 38,025	72.7 19.8 48.3 37.3 55.5
Fireman's Fund San Francisco, 1863. J. B. Levison, President; H. P. Blanchard, Secty. Capital \$1,300,000 Surplus 5,239,708	1920 1919 1918 1917 1916 1915 1914 1913 1912	20,010,832 17,399,822 16,719,843 13,415,934 10,175,431 10,326,205 10,175,431 9,268,924 8,619,392	13,211,084 12,422,715 11,357,918 8,289,761 6,400,326 7,161,502 6,400,326 4,664,194 4,568,131	6,799,768 5,517,108 5,331,935 5,176,193 3,775,059 4,164,704 3,775,059 4,694,731 4,081,461	9,895,543 8,575,430 7,665,292 6,155,232 5,244,797 5,661,882 5,244,797 3,812,654 3,714,708	15,128,039 13,646,648 14,177,745 10,029,311 6,627,131 7,821,897 6,627,131 5,472,766 5,437,674	15,842,643 14,309,891 14,752,138 10,491,925 7,020,761 8,206,147 7,020,761 5,890,333 5,819,139	13,367,867 13,458,463 10,884,791 8,530,036 6,475,613 7,056,313 6,475,613 5,197,012 5,264,708	7,255,160 8,230,243 6,433,327 4,736,177 3,994,688 4,736,177 3,994,688 2,903,266 3,047,418	5,600,058 4,862,495 4,061,464 3,214,265 2,850,875 3,214,265 2,850,875 2,042,084 2,037,227	47.9 60.3 45.3 47.3 61.0 36.8 56.3 53.0 56.5	37.0 35.7 28.7 37.0 36.8 37.6 38.2 37.3 37.1	2,581,988 2,521,992 1,830,705 1,522,175 1,406,543 1,522,175 1,406,543 1,413,028 1,512,633	986,530 743,958 514,585 672,629 803,350 672,629 803,350 714,725 661,903	34.3 29.4 28.1 41.2 57.1 43.8 50.3 52.4 43.7
Home F. & M., S. F., 1864. Resumed bus. in Jan. 1918 Capital \$ 500,000 Net Surplus 702,410	1920 1919 1918 1917 1916	2,741,847 2,029,320 1,500,000 740,656 1,822,952	1,537,407 683,161 1,500,000 381,147 1,019,251	1,202,440 1,345,150 1,500,000 338,509 803,695	1,172,516 485,904 . . .	2,254,702 1,046,030 249,660 1,869,050 1,159,223	2,331,355 1,084,782 1,869,050 2,994,966 1,039,369	1,636,065 511,736 2,608,368 2,608,368 555,328	753,653 168,129 . . .	875,582 371,969 298,619 431,464 .	33.4 16.0 94.9 47.9 .	38.8 35.5 119. 37.2 .	362,433 209,107 . . .	82,842 20,873 2,366,726 245,375 .	22.8 9.7 46.9 . .

I Incurred

3

AMERICAN COMPANIES

CAPITAL NET SURPLUS YEAR ORGANIZED	FINANCIAL CONDITION				INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	FINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS %	EXP'S TO PREMIUMS %	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
JANUARY	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
American Alliance Ins. Ass'n . . .	1920	36,499,292	18,440,510	18,058,721	15,509,606	19,490,804	21,352,369	18,265,176	7,635,786	37.7	39.0	934,942	272,154	29.1
Capital . . . New York, 1897 . . .	1919	33,737,655	16,298,202	17,529,453	13,870,419	18,161,292	20,901,908	16,886,419	9,074,906	49.9	38.9	872,135	267,880	30.6
Net Surplus . . . 12,058,721	1918	26,171,133	13,701,102	12,470,031	11,714,324	13,457,248	14,933,033	12,031,553	4,977,751	46.9	37.1	775,825	256,492	33.1
	1917	26,561,845	11,582,824	14,979,021	10,256,095	11,331,332	12,663,420	11,175,175	6,058,923	40.7	35.0	731,493	346,101	47.3
American Alliance . . .	1920	3,297,554	1,249,208	2,078,345	1,080,880	1,314,942	1,466,930	1,142,208	393,922	29.9	37.2	100,294	36,306	36.2
Capital . . . New York, 1897 . . .	1919	3,021,208	976,689	2,044,519	844,207	1,104,607	1,242,846	1,000,738	422,802	48.3	37.9	71,354	15,708	20.5
Net Surplus . . . 1,048,345	1918	2,716,145	773,883	1,942,312	630,017	848,390	1,100,952	791,755	297,723	38.8	35.1	61,509	16,305	25.3
	1917	2,848,307	628,768	2,219,539	502,651	633,114	729,559	605,776	369,589	58.3	33.0	34,443	13,353	38.7
	1916	1,941,707	625,255	1,316,452	505,421	612,421	695,750	605,776	319,319	52.1	32.6	40,795	19,422	47.6
American Central . . .	1920	4,938,849	2,456,977	2,481,871	1,977,874	2,177,453	2,357,935	1,906,420	977,952	44.9	44.1	397,194	157,616	39.6
Capital . . . St. Louis, 1852 . . .	1919	4,562,928	2,324,940	2,237,979	1,975,426	2,174,178	2,335,555	2,076,873	1,173,752	54.0	41.0	400,579	124,533	31.0
Net Surplus . . . 1,481,871	1918	4,142,831	2,110,098	2,032,736	1,819,075	2,097,284	2,249,883	2,133,207	1,262,135	60.1	40.1	147,812	67,369	45.5
	1917	4,076,388	2,039,082	2,037,306	1,760,191	1,987,943	2,163,754	2,265,228	1,307,192	65.4	41.2	151,080	93,416	60.6
American Druggists, Ohio, 1906	1920	628,180	150,472	477,708	115,691	220,610	245,932	172,960	43,859	20.0	41.0	13,242	762	16.0
Capital . . . \$ 200,000	1919	557,341	120,391	436,950	100,925	190,788	212,145	165,941	60,892	31.9	41.6	11,074	1,176	1.2
Net Surplus . . . 277,708	1918	514,200	310,658	403,542	91,726	172,556	191,656	146,957	61,215	35.5	38.0	9,075	123	11.6
												8,106	1,349	...
American Eagle Fire, N. Y., 1915	1920	3,878,089	1,817,367	2,060,722	1,436,972	2,309,511	2,557,898	1,821,865	817,223	36.7	30.0	138,997	21,270	15.1
Capital . . . \$ 1,000,000	1919	3,134,802	1,231,230	1,900,572	969,766	1,507,243	1,793,016	943,622	417,691	27.7	26.3	175,033	29,138	16.9
Net Surplus . . . 1,060,722	1918	2,722,167	904,132	1,818,035	464,784	526,800	693,375	458,194	184,019	34.9	21.6	63,917	22,618	35.4
American Equitable	1920	1,980,219	1,579,042	401,177	845,536	1,266,101	1,361,266	1,289,871	723,967	57.2	36.3	68,002	23,911	32.2
*Amer. Mer. Mar	1920	5,670,790	5,133,759	474,031	1,667,951	1,752,905	3,876,400	1,974,631	379,293	65.8	21.6	45,439	13,789	30.0
Arizona Fire (Phoenix) 1910.	1920	501,814	256,284	245,530	181,187	245,430	384,675	233,274	93,888	38.2	52.3	148,225	41,408	27.9
Capital . . . \$ 200,260	1919	361,849	157,430	204,419	146,467	204,087	220,453	106,485	98,298	19.6	50.6	121,614	19,233	15.8
Net Surplus . . . 45,279	1918	339,224	135,914	203,280	126,009	97,862	123,670	283,881	115,703	171.5	17.6	66,663	23,768	35.6

*Impaired

6

SAMPLE PAGE FROM THE COAST REVIEW 1920 FIRE CHART

P A S T

—

Insurance commissioners can do much harm if of a vicious or inconsiderate disposition. There have been bad and cranky commissioners, named by a governor's backers perhaps; and these officials have been mischief makers, and have caused trouble and have sometimes caused unnecessary insolvency.

This leads us to include this case under "Past": The insurance superintendent of New York examined the Metropolitan Life when it was young and fast piling up a big reserve liability. Besides, it takes five years to make an industrial policy self-sustaining. Instead of putting on the clamps

this just and considerate superintendent said to the management: you must raise so much money within so many days; meantime the report is in suspense. Or words to that effect.

Officers and directors and stockholders and everybody and their friends began the feverish work of raising the needed money, borrowing all they could, and even mortgaging their homes, as we have been told. They had a wonderful plant, one worth every sacrifice to maintain. The insurance superintendent knew it and was kind and sympathetic. They raised the needed money and saved the Metropolitan. But a bad or martinet state superintendent of insurance could have killed the company with a stroke of his pen.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over **\$16,500,000.00**

Losses Paid, Over **\$100,000,000.00**

Pacific Department :

J. L. FULLER, Manager

FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street

SAN FRANCISCO

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation OF NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$3,105,714 *Surplus to Policyholders, - \$1,477,911*

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency OF NEW YORK

Admitted Assets, - \$3,105,714 *Surplus to Policyholders, - \$1,477,911*

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

PACIFIC DEPARTMENT
SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
 Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager **JOHN C. DORNIN, Asst. Manager**

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR GEO. C. CODDING J. E. CRANDALL C. H. ANDERSON
 FRANK H. YOUNG RALPH G. STICH W. L. HARNAN

COAST REVIEW'S
PACIFIC FIRE CHART
 1920

Business by Departments and Agencies

Useful and Interesting Miscellaneous Information

This Chart gives copious Coast statistics not appearing in any other Fire Chart. It is the only Chart placing the Unearned premium reserve next to the premium income, for convenient comparison: the only one containing a summary of American supreme courts' decisions for the previous twelve months: the only one containing estimates of the population of Coast cities, based on normal gains since the 1910 census.

California, Other-American and Foreign Companies are grouped separately. Dividends to Stockholders are, or should be, paid from interest earnings and not from underwriting profits: they are therefore omitted. Surplus funds, built up out of underwriting profits and maintained to meet conflagration and other extraordinary losses, have declined in "market" but not in actual values based on earnings.

"UNEARNED" appearing above the lower pages in this Chart is equivalent to "Reinsurance Reserve." The unearned premium fund is a legal reserve; there is not in law a "reinsurance reserve."

Insurance Commissionera in the Pacific West are: ALASKA, Juneau, W. G. Smith, Ter. Treasurer; ARIZONA, Phoenix, C. C. Thompson, Supt. of Ins.; CALIFORNIA, San Francisco, Alex. McCabe, Ins. Com.; COLORADO, Denver, Claude W. Fairchild, Com. of Ins.; HAWAII, Honolulu, D. E. Metzger, Ins. Com.; IDAHO, Boise City, Howard J. Boyce, Ins. Com.; MONTANA, Helena, Geo. P. Porter, Com. of Ins.; NEVADA, Carson City, Geo. A. Cole, State Controller; NEW MEXICO, Santa Fe, Remigio Mirabal, Supt. of Ins.; OREGON, Salem, A. C. Barber, Ins. Com.; UTAH, Salt Lake City, Rulon S. Wells, Ins. Com.; WASHINGTON, Olympia, H. O. Fishback, Ins. Com.; WYOMING, Cheyenne, R. B. Forsyth, Ins. Com.

25 cts a copy, at Coast Review Office, 417 Montgomery



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Penalty for Belonging to a Tariff Association Down in Ole Alabama

Under a law (1907) in Alabama authorizing the collection of a penalty from insurance companies which are members of a tariff association, suit may be brought on a fire policy, both for its amount and the penalty, after 15 days from proof of loss, without more, although enforcement of the penalty may be postponed until 60 days after proof of loss.

Any agreement with any person as to rate on any class of risk, carrying with a plus penalty of 25 per cent of the loss incurred; and the right of action accrues immediately upon loss or damage.

Of course every Alabamian insures only in board companies.

See 84 S. R. 763.

"Any" kind of gas, in an accident policy, means "every" kind.—178 N. W. 19.

ARE YOU PLEASED?

IF NOT, SEE

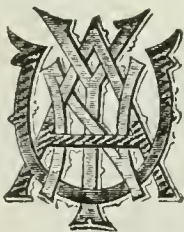
US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA**

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

*Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage*

Assets Represented, . \$50,590,321.60

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H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

500 miles is the distance limit of safety for airplane flight, it is said, owing to the strain on frame and propeller. But planes and flyers and engines will improve. There is a desir-

able future for airplane insurance.

Aviation.—The life of an airplane is estimated at about 800 hours of flying. A seaplane is merely a heavier airplane that can float on water.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER FIRE INSURANCE COMPANY
Organized 1822

RICHMOND FIRE INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

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TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada

**VULCAN FIRE
Insurance Company**

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . . 920,574 63
Cash, Bonds and
Secured Loans, 1,349,594 02
Other Assets, 1771,29 00
Total Assets, 1,526,723 02

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco
ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER

***Life Policy Buyers
Are Invited***

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The Coast Review,
San Francisco,

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of Three Surely Solvent and Lib-
eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts**

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**State Age (about) of Self and of De-
pendents for whom Protection is wanted**

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showing an underwriting profit. How
do you account for it ?

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

FIRE**EXPLOSION****AUTOMOBILE**

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The Coast Review's Legal Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

Seven Years Absence

Provisions against absence being evidence of death of member of benefit society void. Limitations do not run against action on policy until seven years from disappearance of insured.—Sovereign Camp, Woodmen of the World, v. Piper.—222 S. W. 649.

Philadelphia is not proud of its \$2,000,000 fire losses in July.

Real estate broker must disclose to his principal all facts relating to the value of principal's property.—222 S. W. 606.

Fog is the great enemy of aviation.

Northern Ind & Cos. being organized.

Factory buildings are burning.

An average of 100 a day are killed by accidents in New York state.

Erroneous Instruction by Trial Court

An instruction which ignores the principal issues in the case, and authorizes the jury to base their verdict upon their finding as to a single controverted fact not decisive of those issues, is erroneous.—178 N. W. 182.

Burned: Rising Sun flour mill, Farmington, Wash.

Sexton's great book for locals and Coast Review office for \$1.00. Send specials, don't forget, is for sale at the for it today.

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These Contracts are made directly with the Home Office. If *YOU* are interested in obtaining the maximum income from your efforts as a salesman, write for full information upon the subject to—

CHARLES W. HESLER, Vice President

WEST COAST LIFE INSURANCE COMPANY, SAN FRANCISCO, CAL.

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover,	.	.	One Dollar
Flexible Cloth Cover,	.	.	One-Fifty
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LIFE**

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**Northern Life Building
SEATTLE, U. S. A.**

**D. B. MORGAN,
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**Reserves and Surplus to Policyholders
\$1,950,000.00**



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RELIABLE REPRESENTATIVES WANTED**

**COMBINATION
CONTRACTS
"3-in-1"**

**LIFE
HEALTH
ACCIDENT**

**ONE POLICY
ONE PREMIUM**

**— PAYS —
DOUBLE DEATH
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**Loss of Hands, Feet, Eyes
Permanent Disability Benefits
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Sickness or Accident**

We Have Passed The

HALF BILLION MARK

With Over \$530,000,000 of Insurance Now In Force

BANKERS LIFE COMPANY

DES MOINES

GEORGE KUHNS, President

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

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CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., Ltd.

QUEENSLAND INSURANCE CO., Ltd.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, Ltd.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

An army balloon in California struck a high power electric line and burst. The flames started a fire in a stubble field, which extended over three square miles.

If you do NOT receive your copy of Coast Review during the month drop a post card complaint to publisher, 417 Montgomery street.

The dry weather, together with lightning and campers' fires, is responsible for extraordinary damages by forest fires. An unusual number of "clearing" settlements have been damaged or wiped out, including barns, fences, standing grain and valuable pasturage.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI - ANNUAL STATEMENT, JUNE 30, 1920

Assets	\$22,122,676 73
Liabilities	18,569,766 53
Capital	2,000,000 00
Surplus over all liabilities	1,552,910 20
Losses Paid to June 30, 1920	75,086,450 62

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation, Automobile Liability, and all other Liability Lines
---	---	--

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A federal court has ruled that Los Angeles may impose a tax on lawyers, even if the practice is exclusively in the federal courts. Occupations may be taxed. The lawyer, the doctor, the mechanic, may be taxed, and like the importer, may add the tax to fee or wage. Chief Justice Marshall is authority.

Why is coal the most contradictory article in the world? Because when purchased it goes to the cellar instead of to the buyer.

Ordinarily a receiver should be an indifferent person. Appointment as receiver of attorney who represented corporation held not improper.—264 F. 627.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus **\$1,733,616.00**

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Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

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a general Marine Insurance
business.

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They are no new thing, these present excesses. They are the reactions of all great wars, and in due time run their course. In his Constitutional History of England, Freeman describes much the same following the Napoleonic wars, viz, that in England those who ventured to raise their voice to reform corrupt politics and oppressive government, or to improve conditions for the working class, were bitterly denounced as pro French, charged and tried for treason, popular clamor and violence directed against them, and the bar intimidated from defending them. How history doth repeat itself. And yet confidence in the Constitution and national sanity is justified. All extremists will fail to overthrow them.—Fed. Judge Bourquin.

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GENERAL

Hine's Bulletin succeeds the old Monitor. Life affairs seem scorned.

Miss Susan B. Anthony, author of the female suffrage amendment, began her fight sixty years ago. Miss Anthony was the sister of D. R. Anthony, owner and editor of the Leavenworth (Kan.) Times. He was a fighter and was exceedingly quarrelsome. His paper was always hitting somebody or something. It was the fashion to take a shot at him on any pretext and occasion. He offended one of his printers, named Thurston, who immediately thirsted for Anthony gore and promptly shot his insulting chief. The shooter received a year's sentence and general applause. Both brother and sister had remarkably large and beak-like noses. Miss Anthony was assisted in the suffrage fight by Miss Amanda Way, an active temperance worker, whose brother lives in Oakland, California.

C. A. Raymond and C. P. Rickards are Banker's Life leaders at Los Angeles.

Forty-four percent of the world's doctors are said to die of heart disease, 20 percent of nervous ailments, 20 percent of morphine poison and 7 percent of tuberculosis.

The weakest living creature, by concentrating his powers on a single object, can accomplish something; the strongest, by dispersing his over many may fail to accomplish anything.—Carlyle.

Peoria, Ill., had a \$15,000 firecracker fire.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

709 - 717 Sixth Ave., Corner 41st Street
NEW YORK

Twelve Months Principal Court Rulings

Parol contract of insurance made with an agent of several companies, the company to take the risk not being named then nor before the fire, is unenforceable, especially against a company that had forbidden any such risks. 232

Insurance agent is not agent of both insurer or insured. 163

Broker's personal cover does not bind insurer. 89

The right to redeem is an insurable interest. 95

Premises defined as not including the lot upon which the building stands. 307

Payment of premium by check not made until check is received at office of company, cashed and applied. 308

Failure to render preliminary proofs of loss bars recovery; but such failure does not prevent recovery by mortgagee. 309

Occupation implies the use contemplated by the parties as expressed in contract of insurance. 11

In matters of difference, the umpire becomes a third appraiser, making his award independently of that of the arbitrators. 12

A lease is not a change in title or interest of property. 163

Agent or broker employed to place insurance is not agent to cancel policy. 163

Negotiations looking to an amicable settlement of a loss are not waiver of clause requiring appraisal of loss. 392

Other insurance without consent clause is not violated where receiver of cattle procures insurance on all brought into yards, of which policyholder has no knowledge. 393

Failure of insured to make proof of loss within 60 days was neglect not invalidating insurance as to mortgagee. 462

There can be no total loss of a building, within the meaning of a fire policy covering it, so long as a substantial remnant of the structure standing in place is reasonably adapted to use as a basis on which to restore the building to the condition in which it was before the damage. 463

Permit for other insurance by official who knew of other insurance includes insurance theretofore as well as thereafter obtained. 391

General agents may confer upon a clerk authority to collect premiums, receive notices, etc. 391

Insured has burden of proving compliance with policy, that formal proof of loss in strict compliance with policy has been prepared, and that actual damages have been suffered by the fire within the terms of the contract. 529

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THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

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GIRARD FIRE AND MARINE INSURANCE COMPANY

*Of Philadelphia**Incorporated 1853*

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FIREMEN'S INSURANCE COMPANY

*Of Newark**Incorporated 1855*

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EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

*Of Pittsburg**Incorporated 1873*

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COAST REVIEW *INSURANCE and INVESTMENTS*

AUGUST

A Useful Publication

In its 49th year

AUTOMOBILE

A New Yorker has invented an automobile register which automatically records distances covered, length of stops, whether the engine was running at stops and how long, etc.

It isn't even safe to trust even to a good Samaritan any more. The Tarkio Avalanche reports the case of one who turned out to be a thief. He discovered Dr. William Cunningham, a local physician, having trouble with his touring car, and promptly offered to help him. After the doctor had gratefully accepted the man got in and tinkered the car a bit and then started off to ride up and down the street a time or two to see how it worked. To date he is still seeing.

FIRE

The New Jersey Fire is now owned or controlled by the Eagle Fire, an 8-year old company of Newark. This is the second recent change in the ownership of the New Jersey Fire.

The Fourth of July was no snap for firemen.

Fire of undetermined origin at Scott field, Ill., the government aviation station five miles east of Belleville, destroyed a hangar, six airplanes and several Liberty motors. The damage is estimated at \$100,000.

The forest fire in Lassen county, Cal., was of such vast extent that a half hour was necessary for a lookout airplane to fly round it.

LIFE

The Provident Life of Iowa reinsures.

The Bankers Life of Iowa wrote over \$10,000,000 in July.

E. E. McConney, assistant actuary, and D. N. Warters, also of the Actuarial department of the Bankers Life Company, have just received notification of their success in passing the first half of the fellowship examinations for membership in the Actuarial Society of America. Each has successfully completed five or six examinations necessary for membership in the society and each has only one more to pass before becoming a full member of the society.

GENERAL

The Ocean Shore R. R., from San Francisco along the ocean for some forty miles, is closed down because of a strike, and may be scrapped. Automobiles and freight motor trucks have taken much of the business away from the little scenic road. Originally the design was to build to Santa Cruz and overlook the ocean all the way, and depend on passengers and milk freight for income. This was before the great development of automobiles. The franchise extended along 48th ave. in San Francisco, through Golden Gate park and in along C street to First av. The late Wm. Greer Harrison was one of the promoters of this attractive enterprise.

Volume 96
Number 9

SEPTEMBER
1920
MAGAZINE EDITION "A"

Coast *INSURANCE* Review

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IN ITS FORTY-NINTH YEAR

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Assets in United States, Jan. 1, 1920, \$18,710,036.65
Has Paid \$168,000,000 Fire Losses in this Country

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of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

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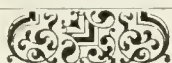
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FIRE


MARINE

CONFLAGRATION-PROOF INSURANCE

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LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

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OVER SIX MILLION DOLLARS

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INCORPORATED 1861

The California Insurance Co.

Cash Capital, . . . \$1,000,000 00

Net Surplus, 807,000 00

Total Assets, 3,184,000 00

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Film Campaign to Lessen Fire Waste by Education Through Pictures

From the general announcement of a fire prevention Educational Campaign by movies and popular magazines we seize and clip these paragraphs:

We have four times as many fires as Europe. America's fire loss is the largest on earth because it holds the world's most careless, most thoughtless people.

There is only one way the fire loss can be cut down—through education.

Fire departments of this country are acknowledged to be the finest on earth. The firemen are doing all they can, but that is not enough. Until the people are educated to back up the fire departments, America will continue to pay the world's greatest fire cost. Last year's \$317,000,000 loss was a purely needless extravagance because a tremendous number

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

A Sioux City man named Hasty beat another man whom he caught making love to his wife, but the judge ruled that he was not hasty and was within his rights.

A woman standing on the rocky summit of Pike's Peak was struck dead by lightning. This peak is 10,000 feet above the plain and 14,400 feet above sea level.

Spanish raisins are being imported into this country. "Recipe: Take 2 handfuls of raisins, place in chopping bowl, chop fine, then mix with —" etc.

Sexton's great book for locals and specials, don't forget, is for sale at the Coast Review office for \$1.00. Send for it today.

of the fires were avoidable.

An important phase of the campaign will be industrial fire prevention. Several pictures of the series of films will contain scenes of the most disastrous industrial fires ever caught by the motion picture camera, disastrous from the viewpoints both of property loss and human life. Then each workman will view on the silversheet how he can do his part to insure that no such tragedy visits his plant.

These films are at the disposal of American business men without charge for exhibition to their employees. Many industrial plants in the United States now have improvised motion picture "theatres" in a darkened workshop where films may be shown at noon; others have regular showing of pictures in recreational halls at night.

Real Estate Agent's Sale to Self

An agent for the purpose of managing real estate leasing the same, collecting rents, ejecting tenants, etc., who was the trusted advisor of the owner, owed such owner the duty, that his conduct might be reconciled with good faith and honesty, to lay before his principal every fact and inducement connected with or bearing upon a proposed sale to him of land of the principal, and failure to do so is prima facie indicative of an intent to defraud the principal.—178 N. W. 694.

A reduction of 33 per cent is announced on cotton goods. Time.

AMERICAN COMPANIES

CAPITAL NET SURPLUS YEAR ORGANIZED	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO	
JANUARY 1st.	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%	
Equitable F. & M.,	1920	2,380,454	760,546	1,619,908	543,190	781,030	844,884	773,102	303,587	37,892	34.8	36.4	104,016	31,014	29.9
Providence, 1859,	1919	1,625,456	630,661	994,795	414,693	844,884	781,030	773,102	380,464	295,555	49.2	38.2	15,832	36,764	31.7
Capital \$ 750,000	1918	1,548,046	567,154	980,892	322,959	799,769	844,884	773,102	325,222	284,919	40.2	35.6	94,235	28,531	30.3
Net Surplus 869,908	1917	1,356,651	385,620	971,031	321,104	470,063	530,535	453,179	206,732	176,386	56.7	37.5	68,719	29,559	43.0
Equitable Ins. Alliance	1920	21,118,984	10,758,606	13,360,378	8,756,196	10,472,882	11,969,901	9,757,484	3,420,282	4,293,138	43.1	39.1	1,118,316	382,383	34.1
Capital \$3,750,000	1919	21,331,644	9,830,447	11,501,197	8,045,707	10,010,562	11,033,236	9,133,705	4,321,520	3,917,577	40.8	36.3	960,657	292,899	30.4
Net Surplus 9,610,378	1918	17,589,896	8,748,963	10,839,933	7,215,093	8,581,442	9,334,707	7,340,769	3,502,473	3,132,689	46.2	38.5	834,293	235,456	28.2
1917	17,860,614	7,133,518	10,727,096	6,317,834	6,690,144	7,529,952	6,496,750	3,110,246	2,579,764	2,329,848	46.5	40.5	665,462	232,848	35.0
1916	16,640,523	6,621,189	10,019,434	5,904,894	5,816,053	6,886,614	5,939,552	2,707,121	2,357,321	2,162,506	56.6	41.6	670,252	329,565	49.1
Federal	1920	5,696,084	3,705,893	1,996,191	1,866,482	4,317,563	4,622,201	4,497,968	2,116,519	1,994,621	49.0	46.2	25,354	3,091	12.2
Fidelity-Phenix Fire, N. Y., 1910,	1920	25,816,261	16,045,427	9,770,834	13,620,335	13,852,265	15,846,747	12,423,879	5,110,269	5,568,313	36.9	40.2	331,522	103,271	31.3
Capital \$2,500,000	1919	22,304,214	13,771,529	8,532,685	11,725,307	12,194,218	13,214,999	10,209,923	5,069,923	4,590,000	41.6	37.6	552,002	278,698	50.4
Net Surplus 7,270,834	1918	18,980,315	11,297,797	7,682,518	9,861,401	9,625,529	10,595,914	8,279,903	4,189,237	3,590,166	43.5	37.3	685,213	320,835	46.8
1917	19,219,358	9,703,733	9,515,625	8,342,585	7,268,169	8,963,593	7,549,436	3,445,338	2,776,688	2,476,688	47.4	38.2	777,811	297,693	38.2
Fire Association	1920	14,938,834	9,753,341	5,185,493	8,497,197	8,428,892	9,083,953	7,641,077	3,563,251	3,300,956	42.3	39.1	490,849	187,172	38.2
Philadelphia, 1817,	1919	13,451,581	8,882,826	4,568,755	7,743,216	7,602,656	8,157,280	6,664,480	3,443,461	2,821,019	45.3	37.1	416,092	131,895	31.7
Capital \$1,000,000	1918	12,216,631	7,759,738	4,456,893	6,880,951	6,036,790	7,519,437	5,486,205	2,866,109	2,274,667	47.4	37.6	392,408	124,295	31.6
Net Surplus 4,185,193	1917	10,046,848	6,778,644	3,268,204	6,146,873	5,063,249	5,494,659	4,834,915	2,571,259	1,963,656	50.7	38.8	298,552	100,990	33.8
1916	9,372,127	6,190,102	3,182,025	5,687,468	4,409,965	4,847,832	4,542,161	2,311,114	1,162,514	1,366,514	53.1	41.4	277,626	166,792	60.0
Firemen's N. J., 1855,	1920	9,242,501	5,692,108	3,550,392	4,593,871	5,083,941	5,582,737	4,481,375	2,025,935	2,114,134	39.8	41.6	160,358	56,412	35.1
Capital \$1,250,000	1919	8,556,046	5,059,902	3,496,144	4,142,144	4,655,568	4,974,295	4,062,089	2,027,451	1,734,638	43.5	37.0	147,159	49,787	33.1
Net Surplus 2,300,392	1918	7,893,516	4,198,545	3,694,971	3,588,007	3,471,900	3,792,259	3,517,888	1,876,644	1,384,732	53.0	39.9	149,112	50,989	34.2
1917	7,760,103	4,037,094	3,703,009	3,534,585	4,110,813	5,013,843	3,815,764	3,815,764	1,831,779	1,693,985	45.0	41.2	140,919	75,520	53.5
1916	7,046,763	3,337,326	3,708,837	2,955,857	2,725,015	3,222,015	3,118,725	1,454,486	1,162,506	53.4	42.6	150,528	101,265	67.3	
Firemen's Underwriters,	1920	9,242,501	5,692,108	3,550,392	4,593,871	5,083,941	5,582,737	4,481,375	2,025,935	2,114,134	39.8	41.6	160,358	56,412	35.1
Newark, N. J.,	1919	8,556,046	5,059,902	3,496,144	4,142,144	4,655,568	4,974,295	4,062,089	2,027,451	1,734,638	43.5	37.0	147,159	49,787	33.1
1918	7,893,516	4,198,545	3,694,971	3,588,007	3,471,900	3,792,259	3,517,888	1,876,644	1,384,732	1,384,732	52.0	39.9	103,978	35,001	33.6

Franklin Fire	1920	5,300,191	3,002,172	2,298,019	1,378,682	2,149,058	2,905,843	1,658,580	747,962	733,087	34.8	34.1	34.4	118,724	34.4
Philadelphia, 1820	1919	3,772,414	2,590,202	1,182,212	1,524,984	1,616,437	2,003,317	1,121,808	560,285	511,523	34.7	31.6	225,011	90,380	40.1
Capital . . . \$ 500,000	1918	2,953,111	1,910,967	1,012,144	1,234,984	1,068,963	1,147,395	738,833	302,572	322,563	34.5	30.2	193,629	58,189	30.6
Net Surplus . . . 1,298,019	1917	2,391,126	1,409,073	982,053	970,363	856,323	948,507	632,774	360,937	279,837	35.4	32.7	126,330	76,673	60.6
	1916	2,050,851	1,040,774	1,010,076	729,251	785,336	381,547	198,977	494,544	387,515	35.4	32.7	193,629	76,673	60.6
											34.8	34.1	104,068	60,098	57.8
Grand F. & M.	1920	3,057,671	2,279,704	777,907	2,092,247	1,580,893	1,706,758	1,221,936	500,444	661,482	31.7	41.9	72,366	3,632	5.0
Philadelphia, 1853	1919	2,831,418	2,008,383	873,035	1,856,200	1,379,794	1,490,393	1,095,311	460,828	571,493	33.4	41.6	74,969	13,801	18.4
Capital . . . \$ 500,000	1918	2,564,052	1,611,641	952,411	1,496,930	1,036,190	1,133,253	839,520	346,188	433,382	32.6	42.7	43,191	11,635	26.9
Net Surplus . . . 373,035	1917	2,310,890	1,202,475	1,138,415	1,139,041	861,922	985,094	576,106	108,444	397,622	12.5	46.1	38,101	27,999	51.1
	1916	2,489,988	1,563,853	926,135	916,677	729,576	856,166	868,426	174,407	362,836	51.3	49.7	52,713	20,000	51.1
Glens Falls	1920	9,328,298	5,663,154	3,695,144	4,175,439	5,407,281	5,884,893	4,911,316	2,386,373	2,124,495	44.1	49.3	140,498	43,677	31.1
Glens Falls, 1849	1919	7,884,153	4,389,904	3,142,248	3,585,649	4,786,348	4,837,643	4,100,477	2,218,562	1,696,915	48.9	37.4	118,500	40,790	34.4
Capital . . . \$1,000,000	1918	7,150,222	4,460,854	2,959,338	3,745,916	4,359,434	4,096,361	3,401,456	1,775,681	1,340,838	48.1	35.4	110,504	39,859	33.3
Net Surplus . . . 2,695,144	1917	6,413,771	3,542,664	2,871,107	2,865,618	3,118,375	3,403,290	2,941,114	1,570,072	1,186,042	50.3	38.0	167,301	47,653	44.4
	1916	5,859,946	3,109,380	2,750,566	2,629,481	2,432,624	2,748,124	2,432,283	1,242,681	1,018,474	51.5	41.8	113,520	70,790	62.3
Globe & Rutgers Fire	1920	33,687,274	22,841,213	10,816,031	13,417,380	17,526,451	19,251,030	17,221,427	9,832,919	5,054,520	56.0	28.8	517,327	158,004	30.5
New York, 1863	1919	30,389,461	20,865,461	9,524,000	11,501,123	20,337,901	21,366,029	14,515,742	9,339,323	4,840,419	45.9	23.8	626,414	131,028	24.8
Capital . . . \$ 700,000	1918	22,022,227	13,896,113	8,126,111	8,239,782	18,757,603	19,460,317	11,176,283	7,540,185	3,984,106	40.2	18.0	396,013	102,812	25.9
Net Surplus . . . 10,146,031	1917	13,790,133	8,961,113	4,685,508	8,828,664	9,355,468	6,236,438	4,030,006	1,898,356	1,398,106	45.4	20.7	315,223	119,038	37.7
	1916	10,178,345	5,098,660	5,169,685	5,352,024	5,020,956	5,452,305	4,592,772	2,991,379	1,292,241	59.6	25.7	307,829	154,916	50.3
Globe Underwriters' Agency	1920	33,687,274	22,841,213	10,816,031	13,417,380	17,526,451	19,251,030	17,221,427	9,832,914	5,054,520	56.0	28.8	86,506	248,337	28.1
	1919	30,389,461	20,865,461	9,524,000	11,501,123	20,337,901	21,366,029	14,515,742	9,339,323	4,840,419	45.9	23.8	60,901	28,059	49.0
	1918	22,022,227	13,896,113	8,126,111	8,239,782	18,757,603	19,460,317	11,176,283	7,540,185	3,984,106	40.2	18.0	33,080	6,568	19.9
Great American	1920	33,201,678	17,191,302	16,010,376	14,428,726	18,175,862	19,865,439	17,122,968	6,959,864	7,156,052	38.3	29.3	1,005,747	290,074	28.8
New York, 1872	1919	30,714,989	15,231,513	15,484,934	13,026,242	17,056,959	19,659,046	15,889,413	8,646,851	6,642,559	30.7	39.0	858,588	256,444	29.8
Capital . . . \$5,000,000	1918	23,454,989	12,927,170	10,527,719	11,084,308	12,608,859	13,814,563	11,223,381	5,906,031	4,697,350	45.9	37.3	807,626	251,275	31.1
Net Surplus . . . 1,010,376	1917	23,713,478	10,954,056	12,759,492	9,753,415	10,698,220	11,810,383	10,431,799	5,689,386	4,202,413	53.1	39.3	740,883	243,158	32.7
	1916	22,364,025	10,146,941	12,217,685	9,036,132	9,037,801	10,179,399	9,530,640	4,876,580	3,675,620	53.9	40.7	690,698	336,079	48.8
Great Lakes . . . 111, 1917	1920	900,208	151,699	748,509	126,118	253,313	587,690	166,586	65,927	97,983	26.0	38.7	16,076	82	8.2
Capital . . . \$200,000															
Net Surplus . . . 518,309															
Guardian Fire	1920	542,106	112,693	409,452	92,510	188,355	236,153	228,570	97,733	98,935	51.9	52.5	11,907	7,402	49.0
Utah, 1913	1919	557,212	175,819	371,423	116,489	236,497	263,159	271,743	133,248	144,466	56.4	48.4	75,971	37,519	49.1
Capital . . . \$200,000	1918	562,704	187,195	365,509	116,714	234,103	267,260	216,374	97,329	105,028	44.4	49.4	90,045	38,021	31.1
Net Surplus . . . 209,152	1917	502,808	101,712	398,096	68,559	129,099	144,449	83,426	24,247	57,180	11.0	98.7	46,586	9,999	42.1
Incurred.															

THE LEADING FIRE INSURANCE COMPANY OF AMERICA."

Incorporated 1819

Cash Capital
\$5,000,000.00

Net Surplus
\$10,705,995.47
Surplus as to
Policyholders
\$15,705,995.00



Cash Assets Now
\$37,144,626.00

Losses Paid
in 100 Years
OVER
\$183,500,000.00

All Losses Paid in Cash Without Discount Immediately Upon Adjustment

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H. F. MILLS, Asst. General Agent F. H. RHOADS, Dep. Asst. Gen'l Agent

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HARTFORD FIRE

Insurance Company

Chartered 1810



FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

Assets, January 1, 1920, \$50,590,485 33
Surplus to Policyholders, 18,128,807 40

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SEPTEMBER, 1920

The Coast Review

INSURANCE

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In the 50th Year

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Volume 97

San Francisco, California, U. S. A.

Number nine

Entered at San Francisco Postoffice as second-class mail matter

There is talk of clothes, real clothes, made of newspapers. Is it time to consider this a new fire hazard?

—

One town in British Columbia is offering to sell 3,000 pieces of land taken for unpaid taxes. The authorities hope to find buyers willing to pay more than the due taxes and also taxes in the future. Hope springs eternal in the human breast. Possibly this general refusal to pay taxes on land is a result of the disease singletaxities, which we are informed is an epidemic in several British Columbia towns.

—

Fresno, Cal., takes comfort in N. B. F. U. engineers finding that there is small probability of a conflagration in the mercantile sections though the water supply is inadequate and not fully dependable and the fire alarm system is unreliable, and the fire department is undermanned and lacking in experienced men. Very comforting too, is the packing and warehouse district finding of the engineers, to the effect that there is little danger of a conflagration.

—

Fallon, Nev. beet sugar factory.

which cost \$800,000, may be closed, as farmers decline to contract plant and cultivate sugar beets. Wages are too high to leave any profit.

—

The American Legion has "demanded" a reduction in government life insurance premiums. The mortality experience has been very favorable for all life insurers in the past few months; and it is reported that the ex-service men's mortality was only 40 per cent of the "expected" or table rate. If on this brief showing, the soldier and sailor rates were to be reduced, the government insurance department would better prepare to levy a special tax to meet the sure deficit in the future.

—

New York City fire premiums for the half year amounted to \$21,499,613, a gain of over 50 per cent. We have seen no explanation of this great gain. It may be due to a large accumulation of unsold goods in storage much longer than usual; and in part to better appreciation of increased values of buildings.

—

Purchaser takes subject to terms of lease.—110 A. 826.

MISCELLANEOUS INSURANCE IN COURT

Warranty against vicious character of horses in liability policy held continuing

In policy insuring owner of "10 more or less" horses against loss from liability for damages caused by the horses, the owner's warranty that "no vicious horse is used so far as assured knows or is informed" held applicable to horses which became vicious after execution of policy, being a continuing warranty; and to cover horses acquired subsequent to its execution, and not merely those held at the time of its execution.

Insurer held not estopped from denying liability on ground of breach of warranty

Insurer of horse owner against liability for injuries caused by horse did not, by defending action against insured, estop itself from denying liability on ground that insured had knowledge of vicious character of horse in breach of warranty that horses to his knowledge were not vicious, where insured made no attempt to settle with the injured person and was not deterred from so doing by insurer.

Joseph Gordon Inc. v. Mars. B. & I. Co.

C. of A., N. Y., 128 N. E. 204, Sept. 7.

Accident policy held not to include injuries to soldier in battle; "accidental means"

An accident policy, insuring against bodily injuries resulting directly, independently, or exclusively from causes effected solely through extern-

al, violent, and purely accidental means, held not to include an injury to insured from explosion of a shell fired by the enemy in battle, while insured was serving under draft in the army of the United States against Germany.

Martin v. People's Mutual Life.

Ark. S. C. 223 S. W. 389, Sept. 1, 1920.

Oral notice to agent not immediate written notice to insurer at home office

Oral notice to the agent of the insurer is not a compliance with a provision of an accident policy requiring delivery of immediate written notice of accident to the insurer at its home office; the condition as to notice being a condition precedent to liability.

Where insured disappeared while hunting notice of the accident necessary, though mode of death not known

Where it was believed that because of his failure to return to camp, insured had met his death in the mountains, the claimant must give written notice of accident as required by the accident policy, even though there could be no determination of the cause of insured's death, until discovery of his body, the giving of notice and the forwarding of affirmative proof of death being separate and distinct obligations, so there can be no recovery where for a long period of time the claimant utterly failed to give any written notice of the accident.

Tuttle v. Pacific Mutual Life.

Mont. S. C., 190 P. 993.

One insured as a farmer and killed while riding a caboose while accompanying stock held not a "shipper tending stock"

When such person is killed in a wreck during the shipment, but while he is riding in a caboose, where other passengers are allowed to ride who have regularly paid their fare, held, that at the time of accident, the insured, not being engaged in any duties peculiarly pertaining to those of a tender of stock, but being subjected to those hazards only which are common to the other passengers in the car, was not performing any act or thing pertaining to the more hazardous occupation.

Punctuation marks in policy will not change meaning plainly to be gathered from the words

Though punctuation marks may be considered as an aid to the interpretation of an insurance policy, they will not control, nor change a meaning which may be plainly gathered from the words and their arrangement.

Zanlow v. Old Line Accident.
Neb. S. C., 118 N. W. 507.

AUTOMOBILE INSURANCE IN COURT

Allegation on information or belief sufficient as against general demurrer

In a vendor's action on an insurance policy protecting his equity in an automobile, allegations that the purchaser without the knowledge or consent of plaintiff, removed the automobile from the state, and conceals the same with the intent to injure and defraud plaintiff, and that the purchaser had converted the automob-

ile, though made on information and belief, were sufficient, where objection was by general demurrer.

Insurer waived proof of loss by denying liability

Where insured notified insurer in writing of the loss or disappearance of an automobile, and within 60 days from the date of the loss the insurer denied liability on the policy on the ground that it did not cover embezzlement or wrongful conversion, proof of loss was waived, although insurer did not have in contemplation a letter of the company which modified the policy, so as to include conversion by a conditional vendee; the two instruments constituting one contract.

Insured may recover expenses of attempting to recover stolen property

In an action under a policy of insurance against conversion of an automobile by a conditional vendee, plaintiff was entitled to recover money paid to a detective agency in attempting to recover the automobile, where the policy provided that any act of the assured in recovering, saving, and preserving the property should be considered as done for the benefit of all concerned, and all reasonable expenses should constitute a claim, etc.

Insured was entitled to recover the unpaid installments, plus interest thereon, where terms of conditional contract of sale provided for payment of interest on all deferred payments.

Buxton v. International Indemnity Co.

Cal. S. C., 191 Pac. Reporter 84, Sept. 6

LIFE INSURANCE IN COURT

Verbal assignment of life policy for valuable consideration effective

Where insured, who had the right to change the beneficiary, and verbally agreed, in consideration of marriage, to assign a life policy to plaintiff, failed to effect the change before death, though the policy was delivered to plaintiff, and she paid premiums held, that plaintiff procured an interest enforceable against the beneficiary.

Schoeholz v. New York Life.

N. Y. S. C., A. D., 183 N. Y. S. 250.

Failure to pay a life insurance premium works forfeiture

Time is of the essence of all insurance contracts, and, even though the condition be construed as subsequent, a failure to pay the life insurance premium forfeits the contract, and, when payable in installments, failure to pay any installment works a forfeiture.

Life policy not reinstated by payment without furnishing satisfactory health certificate.

Where insured had defaulted in installment of life insurance premium, but had subsequently paid the same, but not back interest thereon, which payment was held by the company as a "suspense payment" while waiting for certificate of good health "satisfactory to the company," as required by policy, which requirement was not waived, and which certificate was not furnished, the policy was not reinstated.

Nelson v. Mutual Life of N. Y.
Mont. S. C., 190 P. 921, Aug. 23.

Provision in policy did not provide for forfeiture on nonpayment of premium note

A provision in a policy, "Except as herein provided the payment of a premium or installment thereof shall not maintain the policy in force beyond the date when the next premium or installment thereof is payable," held not to stipulate for a forfeiture on failure to pay notes given for premiums, but to refer only to right of insured to change from an annual to a less term payment.

Acceptance of note waiver of right to forfeit policy

Acceptance by insurance company of a note in payment of a premium was a waiver of any right to forfeit the policy by reason of the failure of the insured to pay the premium when due.

Manhattan Life Ins. Co. v. Parker.
--Ala. S. C., 85S. 298, Sept. 4.

Interest in life policy held to descend to insured

Where a wife insured the life of her husband, making her children or their guardian beneficiaries if she should not be living at the time of her husband's death, and she predeceased her husband, leaving three children, each became vested with a one-third interest in the policy on their father's life, and on the death of one of such children intestate her third interest passed to her father as her only next of kin.

Assignment of insured's interest in life policy held to pass proceeds to assignee

In an action on a life insurance

policy on the life of defendant's husband, procured by a former wife and made payable to her children, evidence held to show that before his marriage to defendant insured had assigned all his interest in the policy to plaintiff, so that no interest passed to defendant under insured's will.

Belden et al. v. Belden.

New York S. C., A. D., 183 N. Y. S. 350.

MARINE INSURANCE IN COURT

Open policy on cargo "beginning the adventure" does not insure against risk before loading

A policy insuring a cargo on any vessel by which it may be transported, containing the common "beginning the adventure" clause, covers no risk prior to the loading of insured cargo on board the vessel which was to make the voyage, in the absence of any inconsistent clause in the policy.

Rider covering risk of craft or loading held not to cover risk of vessel before loading

A clause, attached to a marine insurance policy, covering risk of craft to and from the vessel, merely insures the cargo while in transport to and from the vessel, but does not cover a loss of the cargo due to accidents to the vessel before any of the cargo was loaded, whereby the shipment was delayed and cargo spoiled.

Covering loss resulting from delay to the vessel in cargo policy refers only to delay after cargo is on board

A clause of an open policy on a

cargo, which named no particular vessel, insuring against delay and consequence of delay from certain accidents to the vessel, refers only to the vessel having the cargo on board, and does not cover delay resulting from an accident to the vessel before any of the cargo was loaded.

Beginning adventure clause controls beginning of risk, rather than laden clause

Where a cargo insurance policy describes the cargo as laden or to be laden, and also contains the common "beginning the adventure" clause, the latter clause is controlling as to the time the risk attaches; the former being merely descriptive of the thing insured.

Reference to "vessel or conveyance" in clause held not to cover risks to vessel before loading

In a cargo insurance policy, containing a clause attaching the risk "beginning the adventure" in the "vessel or conveyance as aforesaid," the vessel or conveyance refers only to the vessel in which the voyage is to be made, not to the craft in which the cargo was conveyed to the vessel, though the risk during such conveyance was covered by a rider attached to the policy.

All risks until delivered does not include risks to vessel before loading

A clause covering all risks until delivered into warehouse, in a cargo insurance policy which had specified

Deed.—Love and affection good consideration.—223 S. W. 561.

numerous risks covered by the policy, which clause followed immediately a provision covering risk of craft during loading, covers only similar risks during discharge, and does not make the policy cover a loss due to delay to the vessel by accident before loading.

Bluefields & S. S. Co. v. Western Assurance.

N. Y. S. C. A. 265 F. 221, Aug. 26.

FIRE INSURANCE IN COURT

Vacancy; sufficiency of proof of loss; waiver of proof of loss; necessity of return of unearned premium

Immediately after the fire, plaintiff notified defendant of the loss. He wrote to it at four different times, in each letter calling attention to the loss under the policy. The defendant apparently paid no attention to these letters and sent no blanks upon which defendant might make proof of loss. Some time after plaintiff had written the last letter, an adjuster by the name of Velzey came to Regent and had a talk with plaintiff with reference to the loss. The adjuster inquired from plaintiff if he had a total loss and was answered in the affirmative. He afterwards went out and examined the loss and reported to plaintiff, in effect, that it was a total loss, saying, in answer to plaintiff's question, "Is it a total loss or not?" "All there is is ashes." The plaintiff never made any report or proof of loss other than the notices above mentioned.

The jury found there was no vacancy as defined by the policy.

As insurer failed to furnish blank proof of loss after notice of loss he is deemed to have waived such proof.

Defendant made no offer to return the unearned premium, and court is of opinion that it can not retain it and still deny liability on the policy.

Two J. J. dissenting.

Horswill v. N. Dakota Mut. Fire.

N. Dak. S. C., 178 N. W. 798. Sept. 10.

Oral agreement of agent waiving vacancy clause invalid

Under policy forbidding waiver of provisions by agents unless indorsed on policy or added thereto, there can be no recovery by insured violating 10-day vacancy clause on showing of an oral agreement of agent that it was all right, and that he would take care of the matter; no vacancy permit being indorsed on or attached to policy.

Two J. J. dissenting.

Dominick v. Detroit F. & M.

La S. C., 85 S. 236, Aug. 28.

Thrift Week. January 17-23, 1920. plan preliminary activities in September and October. The committee in charge (347 Madison ave., New York) suggest the cultivation by workers for the purpose of interesting in Thrift Week, the officials and leading members of such organizations as "Life underwriters Association or leading insurance men," etc.

The Guardian Assurance of England is offering shares to members of its staff.

FIRES

At Seattle, 1724 First ave. South the A. B. Junk & Machinery Co. place: Sam Goldman, proprietor: loss \$12,000. August.

Santa Maria, Cal., garage explosion and fire loss amounted to \$60,000. August.

Bebani mill and lumber fire. British Columbia, caused a loss of \$70,000. August.

Near Ketchikan, Alaska, Nakat Inlet cannery of Geo. W. Hume Co. burned. Including buildings, machinery and cases of canned salmon the total loss is estimated at \$300,000.

Autos were damaged by a fire in basement of 1203 East Pike, Seattle. Eighteen autos on floor above were damaged, of these, fifteen were new. W. Eaton Auto Agency.

Cannery Fires in Alaska

In the Ketchikan district three canneries were burned within three weeks. The names and estimated losses are: the Skowl Arm cannery, \$125,000; Hidden Inlet cannery, \$150,000. Nakat Inlet cannery (Hume), \$300,000. The Total of estimated losses, \$575,000.

Newspaper plant, Herald, Fresno, Cal. Building and printing plant destroyed. Fire started in basement.

Cotton gin, building and some cotton, at Calexico, Cal., owned by Independent Cotton Co. Loss \$15,000. Will not be rebuilt this season.

Thresher and a few sacks of grain, near Porterville, Cal., W. Holmes, owner. Loss \$1200.

Fire at Klamath Falls, Or., burned part of business section. Fire alleged to have started in rubbish under back stairs of Houston hotel, a three-story frame. Fire spread to opera house opposite, thence to adjacent frame buildings. Nine buildings, including two dwellings were destroyed. Of the 90 guests in hotel, 10 were burned to death, some of them in their beds.

A fifty-five-year-old house at Dutch Flat, Cal., turned into hotel for summer tourists, burned with several thousand dollars loss.

Marysville, Cal. had another general fire—a half block of joined 2-story frame houses, occupied as apartments rented. Loss \$65,000.

San Francisco, at 650 Seventh St., fire started in warehouse of Harley Bottle Co., spread to Independent Paper Stock Co., and quickly made a blaze which called out fifty fire-fighting machines. Breeze carried flames some distance to three-story brick and fired upper floor. Intense heat radiated by burning rubber, paper and other contents kept the firemen from a near approach. Loss about \$150,000.

That \$2,500,000 cotton loss at Liverpool may not affect the price of cotton, but it and other cotton losses did not help the insurers to "look pleasant, please."

—Landlord and Tenant.—Agent may sue in his own name on note for rent. Principal may intervene in such action. 85 S. 233.

MUTUAL FIRE INSURANCE

From Address by Pennsylvania Commissioner at the Insurance Commissioner's Convention at Beverly Hills, California—Opposes Unassessable Mutual Policies

Business demands and is entitled to protection against loss by fire, else business goes to the wall in twenty-four hours. No stock carrier unless fortified with ample surplus, and no mutual, unless its members are many and solvent and liable and able to pay heavy assessments, can make business possible. The farmer, the merchant, the home-buyer, must have protection. Any statute which batters an insurance carrier to the defensive, and framed as most all statutes are by individuals who have no inkling of the business they are attacking and who have no inkling of the world-wide spread of insurance which cannot be tied down to provincial and absurd limitations of "state lines," is halting the business of the country. If America ever had a real opportunity to triple its business, now is the time. It cannot be tripled unless insurance carriers take a chance; and they cannot take a chance unless their resources are ample.

I am more interested in the active managers of a company than in financial statements. The first time I ever saw a horse race, a devotee said to me "Don't bet on the horse. Bet on the jockey." I bet on the horse and lost. He won on the jockey—but lost later by betting on too many jockeys. A horse needs a mighty good man up to flash home a winner; an insurance company needs good

management to bring it to success.

The Pennsylvania insurance department is now making an exhaustive investigation to collect facts regarding operations of Pennsylvania's fire mutuals. The answers being received and summarized offer most astonishing information and the incontrovertible finding that a vast benefit has been granted farm owners (there are 219,000 farms in Pennsylvania) and hundreds of risks have been protected by mutuals which could not have gotten coverage from stock carriers.

In 1911 our department raided an alleged insurance office wherein twelve mutuals were managed by two ex-convicts. Ten of these companies had been chartered with fraudulent intent and of course were aided and abetted by distinguished attorneys.

The laxity of the 1876 statute permitted—and permits—wide conspiracies—if the department elected to sleep. It will interest you to know that since 1911 there have been but six old-time mutuals chartered in our state; and but three of those survive. Two retired voluntarily. One went into receivership by reason of issuing policies of most limited liability and covering risks it had no business to cover. The instant an application for a charter under the 1876 Act is received, the department fine-tooth-combs the whole plan and interviews the promoters—and usually to their entire discomfiture.

As to existing mutuals, heritages of the past, they are transacting busi-

ness in some instances in a way that practically all are in accord with the department, willing to hear suggestions and, in several instances, have radically changed their plan of doing business—for the ultimate benefit of their members. The vast majority of these companies have been and are successful. It is not the province of the department to "hammer" them, but to aid the mutuals which are rather slouchily and too economically managed. Paying a mutual treasurer \$5 a year and \$7.50 each time an assessment is levied, and paying a president \$150 a year will not always keep a president and a treasurer on the job. In my opinion the mission of any insurance department is to bolster up the weak sisters, not to harass or knock down the successful companies. It is, strictly speaking, the legal obligation of insurance commissioners to further the demand of a radical statute but it is also the obligation of commissioners to use unusual efforts to kill at birth a drastic statute which is destined to discourage rather than to encourage domestic and foreign companies.

No mutual should be permitted to issue non-assessable policies.

The world war alone has stimulated insurance in all lines in such a way as it never before was stimulated veered insurance into new directions, new coverage, new competition and keenness. Insurance is no game for the laggard. No more dare a mutual of today be a laggard than a stock carrier of metropolitan area activity.

Personality has always been bigger than the era; and no corporation or association ever achieved good results by archaic, halting or stupid management.

Insurance Commissioner Donaldson of Pennsylvania spoke at the recent annual Insurance Commissioners' National Convention, and, though one of the new appointees, presented mutual insurance in an intelligent and broad way. His investigation of mutuals in his state led him to a conviction that the small, legitimate farm mutuals render good service and insure many unprotected farm houses, barns, machinery, stock and cribs and bins, otherwise never insured. Expenses are small, indeed too small for adequate service and efficiency.

One county mutual with 2100 members and \$4,500,000 insurance outstanding is conducted at a yearly expense of \$100. It writes farm property only.

From a letter from the East we copy this; "If the ---- continues to attack that mutual you may expect it to advertise its rapid growth and swollen surplus as 'The Mutual that Made Seattle Famous.' Every 'blow' brings business because it is an attack and not a presentation of facts."

—The world's new shipping is being turned out at the rate of 650,000 tons a month.

NATIONAL CONVENTION OF INSURANCE COMMISSIONERS

**First Ever in California—All Branches
Discussed—Notable on Reciprocals**

The first convention of state insurance officials ever held in California was that at Beverly Hills, Los Angeles. The program printed in our September book, was carried out.

President Brown in his address, was of opinion that agents qualification laws will reduce the number of fire agents and make the commission income fairly adequate. He favored contingent commissions—oh!—and opposed bank agencies. A great waste of money and paper by state insurance reports—usually too late—would be saved by the adoption of Mr. Brown's plan by one comprehensive insurance report for all the states. The German idea of state insurance funds was denounced.

Commissioners Donaldson and Savage opposed the mixed stock-mutual plan.

Commission Fairchild criticized the operations of many reciprocals, and expressed the opinion that they are destructive in their effects on the American agency system. He favored a bond for every "attorney-in-fact" of the reciprocals, covering both money and conduct of business.

Life Items

The State Normal School at White Water, Wisconsin, has been using sales letters and advertising leaflets and circulars of the Bankers Life Company of Des Moines as models for study in Commercial English and Letter writing.

The president of the Western States announces that the company's building on Market street at Sixth (old Mile House corner), San Francisco, is already producing some \$70,000 a year gross income. Additional tenants have been found, the company itself taking two floors. The Western States acquired this David Hewes building from the Humboldt Savings for \$660,000 and at once expended \$25,000 for alterations. Out of the reported 10 percent income the "overhead" includes taxes, depreciation, light, power, water, elevators, operation and upkeep, janitor service, painting, tinting, plumbing and other repairs, etc. We congratulate Mr. Saunders, who says the investment earns good interest and more than required for the legal reserve; but he would have been entirely frank if also stating the amount which the company is charged for its two floors. The owner did not make the property pay and the savings bank was glad to find a buyer; and for an office building as far out as Taylor and Sixth streets the company has thus far made an excellent showing. This purchase and showing of profit should end any possible rumor of consolidation or reinsurance.

Italy made a state monopoly of life insurance. This ruddy deed made more socialists to plague the government.

Double indemnity for injuries and fatalities caused by earthquakes are included in new policies of the U. S. F. & Guaranty.

"Accident" Definition

Where the death is the result of some act, but was not designed, and not anticipated by the deceased, though it be in consequence of some act voluntarily done by him, it is accidental death, but where death is caused by some act of the deceased not designed by him or not intentionally done by him, it is death by accidental means.—189 P. 835.

Son-in-Law

Husband of deceased daughter is not a son-in-law within statute that "son-in-law" may be a beneficiary.—223 S. W. 450.

Railway Insurance Placed

The British Columbia provincial government line, Great Eastern Railway Company placed \$3,800,000 insurance on its buildings, bridges and equipment, at 40 cents per \$100. This total is about double the total carried last year. The insurance was placed through G. W. Matthews of Vancouver, B. C.

Deed between parent and child need not be based on valuable consideration.—223 S. W. 512.

Notice of Theft.—Under theft policy, notice to nearest agent of insurer is sufficient.—110 A. 810.

Illuminating gas flows through the ordinary burner at from 20 to 25 feet an hour.

Action Prematurely Brought

Where, under a fire policy, insurer was entitled to 20 days within which to accept or object to amount of loss claimed, and, in absence of objection, was deemed to have assented to amount claimed in preliminary proof, and such loss became payable 30 days from expiration of the 20 days, action instituted 48 days after furnishing a preliminary proof of loss was prematurely brought—*Mitchell v. Merchants Fire Assurance Corporation*, Cal. S. C., 191 Pacific Rep. 70.

New York.—R. J. Rice, formerly with the Automobile of Hartford and recently with the Globe & Rutgers, has been appointed manager of the automobile department of the Evans companies.

"Salesmen's Month" is something new, a celebration in their own honor, named for September by the Bankers Life Company's regional sales manager, W. W. Jaeger. The special purpose is to write more than three millions new business, to furnish the leading salesmen for the entire field force of the company, and to register with the leading agency for the entire organization.

One Killed Every Half-Hour by Automobile Accident, on Average

In this fast country, automobiles kill one person every half-hour, on the average, according to published reports of such accidents. The toll of deaths is greatest on holidays, and on railroad crossings, and down embankments. Headon collisions are

not so frequent as might be expected.

If all the victims of fatal accidents by automobile causes were insured for \$5,000 each against accidental death, the insurers would pay \$21,900,000 to the beneficiaries.

The number of persons injured in automobile accidents is several times more than the number killed.

Poisonous Pool Liability

A plant which had been used for the manufacture of sulphuric acid and zinc spelter was dismantled, and certain chemical refuse was thrown into the basement, which was allowed to remain open. Other chemical refuse was left about on the surface, and some sulphuric acid got in the basement when some tanks and pipes were removed. A pool of clear water formed in the old basement from surface drainage, which was strongly impregnated with sulphuric acid and zinc sulphate. A family traveling overland camped for a few days near the pool, and two of the children, answering to boyish impulses, went in bathing. One of the boys died in the pool, and the other died at a hospital a few days later. Both deaths were attributed to the poisonous chemicals in the water. The parents recovered judgment from the owner of the premises, which was affirmed by the U. S. C. C. of appeals, Eighth Circuit, in *United Zinc & Chemical Co. v. Britt*.—264 F. 789.

Inheritance tax is not a property tax.—103 S. E. 645.

California has 502,518 registered motor vehicles

Stimulating Business

"Cave man stuff" to sell burglary insurance was resorted to with poor results by Harry A. Diamond, an insurance agent of 3099 Broadway, New York. Diamond and a friend, Lieut. D. L. Shaw, knew a young woman who possessed \$30,000 worth of jewelry. They wanted her to insure the gems but she wouldn't do it. Finally, they say, they staged a fake hold-up to impress on the woman the need of burglary coverage. She had them arrested charged with attempted theft and they were held in \$5000 bail for a hearing. The men insist the affair was a joke and are probably hoping that, when arraigned for trial, the judge will have a deep sense of humor.—Weekly Underwriter, N. Y.

No Redress for Victim

Max C. Wolf, a bookkeeper of Oakland, Cal., filed in the United States district court a petition in bankruptcy. His liabilities were scheduled at \$10,597, with assets of \$50. In his petition Wolf declares that the \$10,597 represents an alleged liability growing out of an automobile accident.

This item is but one case of many where the victim of an automobile accident is unable to recover damages caused through the carelessness or inefficiency of somebody else. Drivers and owners carry no insurance and are themselves judgment proof.

The London & Scottish is now writing auto risks.

GENERAL**Bank Employee Runs Away with \$59,000**

He came with good recommendations, and had been employed only a few weeks by a San Francisco bank. He was driver of a motor car and recieved the money from the bank's collectors who accompanied him. "Park at this corner until we return," said the collectors; and he did so until after the last instruction. The day was very pleasant and the collections were large. The collectors returned with more balances due the big bank but the trusted driver and the bank's car and money had disappeared.

Some time later the missing car and some silver were found at a country road side; but the fugitive who fled with \$59,000 is still at large.

Bankers and fidelity insurers may find profitable lessons furnished by this case of misplaced confidence. Too great a temptation was placed before one man whose record if known would have proved his unfitness for such a trust. Some men must have known that Charles Hayes, the absconding chauffeur, was not to be trusted with a large sum of money.

Oakland, Cal., city and county tax rate is now \$5.20 per \$100.00. I am offering some good business property in Oakland at a bargain.

Explosion Insurance

The recent bomb outrage in Wall street, New York, whereby thirty-five innocent men and women were killed and many more were wounded, damaged property to the amount of hundreds of thousands of dollars.

This crime may be repeated in any or all of several large cities, by anarchists or disordered wits prompted by yellow-journal denunciations of capital.

Insurance companies offer special policies covering explosion damages.

Executor Can Not Sue

Payment to decedent's daughter under terms of policy held bar to suit by executor.—110 A. R. 913.

Earthquakes

Recent reports of earthquakes cover territory thousands of miles apart. Italy was rocked in the north and in the south. In the latest Italian quake the death list is about 500. It is worth noting that twelve hours later San Jose, Cal., was shaken by an earth wave from east to west. In South Dakota again there was, as in the previous week, a jar of strata, and again this was followed on the following day by a jar in Los Angeles. In this country no damage is reported; but Italy's two quakes in the same week made thousands homeless. Riverside, Cal., trembled for three seconds. All recent quakes in California did little damage.

British Insurance Shares

"The Policy-Holder of Manchester, September 1, prints a table of the aggregate value of shares of 79 British insurance offices. The lowest total was in September, 1915, when the value was 71,857,845 pounds, a decrease of about 15,474,415 after the outbreak of the war. The high-

est total of gross share values was in January, 1920, the total then being 165,310,549 pounds, a gain of 77,978,289. Since January there has been a large decline of nearly 43,000,000 pounds. The explanation is the present high rates for money.

400 Stamp Mill Burns

A dispatch from Johannesburg, South Africa, says fire burned the mill house and engine room of the Knights gold mine. There were 400 ore stamps in the mill.

International Chamber of Commerce

The recent organization of the International Chamber of Commerce at Paris is the fulfillment of a dream long held by the most progressive business men of the world. For years, enlightened business men everywhere looked forward to the day when there would be set up in the world an institution which would serve to bring the nations together, and facilitate the friendly settlement of foreign trade problems. They had recognized that personal friendships between business men and bankers of the different nations go a long way towards minimizing misunderstandings and prejudices.

Although the principle work toward the erection of a world chamber of commerce was accomplished in June at Paris, it should not be forgotten that the project was really launched a year ago at Atlantic City. Delegates to the International Trade Conference discussed the possibilities

of such a body.

Reduction of both personnel and government expenditure was advocated by the delegates in order to reduce taxes and to stabilize business. It was pointed out that could this be accomplished, there would probably be a reduction of the cost of necessities.

Among the American representatives present at the first meeting of the International Chamber of Commerce was President Levison of the Fireman's Fund Ins. Co., of San Francisco.

Up in the F. U. A. P. library is the N. F. P. A. Quarterly containing an account and picture of the extinction by dynamite of an oil well fire at Taft, Cal., after nine days' trials by ordinary methods had failed. The heat of the burning gas was so great that the men behind the streams of steam were protected by a curtain of water. The dynamite package, covered with asbestos, was drawn near the column of flame, and lifted to a point where the great suction drew it into the flame, when it was exploded by an electric charge. The blast blew out the great gas candle and blew the gas so far that it was not rekindled.

British fire offices increased their premiums 14 per cent last year. Losses, commissions and expenses left a good margin for all.

Chicago.—Cudahy Packing Co. has passed the October dividend.

Ante-Dated Check

Compensation policy issued and cash deposit made by employers; but premium due on August 1, was not paid. Employee was killed August 11. Employers drew check for the amount of deposit, on August 11, and antedated it August 10.

Colorado supreme court held that the check drawn after the accident, was fraudulent, being ante-dated with intent to deceive. Judgment for insured reversed. *Employers Mutual v. Indus. Com. et al.* 191 P. 112.

Over 200,000 Dotted Line Men

There are more than 200,000 life insurance agents in these United States.

Assume No Liability for Accidents

Flying machine men assume no liability for accidents—or rather, passengers on airplane flights are required to sign a paper releasing the owners from any liability for injuries or death caused by falls or collisions.

In hundreds of cities and towns in this country there are now daily ten-minute flights in the air with passengers each of whom pay \$10 or a dollar a minute. These sightseers are securely strapped and buckled to the seat, and loop the loop scarcely aware of it other than by a tightening of the waist belt. One airplane passenger tells us that he enjoys looping the loop except when it makes him sea-sick.

Why Not Cyclone-Fire Hazard too?

The earthquake fire hazard is an element of the fire premium.

Cyclones, tornadoes and windstorms with an extra fire hazard, occur in Middle West territory of 1,500,000 square miles area. Fortunately these storms seldom strike large cities, or are weakened or deflected by contact with masses of buildings, and occur only in seasons when there are no red-hot heating stoves.

Burglaries and Fires Increase

Burglars and house thieves start fires to conceal thefts; and it is observed that reports of increased burglaries are followed by reports of increase in the number of fires.

It is known, too, that thieves who visit town after town and rob homes and stores often start fires in order to draw crowds of spectators who leave their homes unprotected.

Indeed it may be said that every burglar and every sneak thief is an incendiary when a fire will help him to effect or conceal his crimes.

California Association of Local Agents

At Riverside, Cal., on September 7, President Matt T. Mancha and Executive Secretary Willard Done of the California agents association organized a local board.

They were accompanied by James S. Suydam, President of the Special Agents Association of the Pacific Southwest, and J. C. Howard, Chairman of the Riverside committee of the same association. Luncheon at the Reynolds was followed by an enthusiastic and well attended meeting of local agents. The advantages of association work and the necessity for a local organization were

fully and favorably discussed by the local agents present.

The following officers were elected by unanimous vote: President, C. E. Prior; vice-president, G. E. Dole; secretary, J. C. Cooper; treasurer, J. Harvey Ellis. A membership committee will be appointed to interest all agents who were not at the meeting. It is expected that another meeting will be held soon, to elect an executive committee and plan a thorough campaign for enlarging the local board and extending its usefulness.

Near Large Marine Loss

The Dutch steamer Arakan went aground off Point Reyes, Cal., and for two days the tugs pulled in vain. There was fear that the ship would break in two as she touched a bar of sand about midway. Cargo of sugar and rubber reported as of \$1,000,000 value, and ship of like value. The sugar had been insured at cost value of \$500.00 a ton and arrived off San Francisco when value had fallen to \$300.00

There was some "talk" under such circumstances, but of course without any justification.

The fog along the coast was very thick, and the captain, as always heretofore in fog, placed his ship off the coast north of the Golden Gate, awaiting the clearing. Currents swung the ship a little off the course, and a strip of sand gripped the bottom.

After jettisoning some copra, at high tide the tugs pulled the Arakan

back into deep water. Had the ship broken up the insurers would have been called on to pay for the sugar cargo as insured.

Watch For Split Paper Currency

"Raising" bills by splitting a one-dollar and a ten-dollar and then pasting the latter half over the former, is reported among the frauds of criminals now at large in the Pacific West. To detect such "counterfeits," turn every bill for more than \$1 as you accept it or place it in book or money drawer. If a smaller number turns up, call the police.

Two clergymen, among the speakers on the platform at a general meeting in a Middle Western town were killed by a stroke of lightning. This tragic accident has called attention to the fact that many clergymen meet accidental deaths, and that compensation laws apply to them as well as other church workers who suffer disabling or fatal accidents in course of employment.

Willows, Cal. is preparing an ordinance against wooden awnings and porches in the business district. These antiquities spread fires.

In number and liabilities American business failures, as compared with last year, are notably increasing.

New Orleans.—Great Union F. & M. is the very latest.

INVESTMENTS

Sound investments in bonds and notes, at good interest rates, are being offered and readily sold. Present times necessitate the payment of high interest rates on good security.

Prosperous industrials and public utilities—except traction and electric—are borrowing at 7 per cent and are regarded as safer than 5 per cent of six years or more ago.

Life insurance policies too are in a sense investments as well as yearly guaranties, for the contribution to the legal sinking fund earns generally near or fully 6 per cent interest, when the policy is participating.

Springfield Moves

The Pacific department of the Springfield F. & M. Ins. Co. (Geo. W. Dormin, manager) has moved into very desirable quarters at 229-31 Pine street, opposite the Exposition building. This street now is one of the insurance thoroughfares of San Francisco, with offices on both north and south sides, from Battery to Montgomery.

Edward Brown & Sons Will Move

The two-story building at 148-54 Sansome street, San Francisco, has been leased by the general agency of Edward Brown & Sons, for its several departments, now in two buildings

Oroville, Cal., was in special danger for nearly twenty hours last week. There was no water, while the new

main was being placed on Montgomery street. No warning was given to householders, as it was feared that any publicity might draw firebugs to the little city.

Getting Ready for Foundations

The big signboards at the northwest corner of Pine and Montgomery streets, San Francisco, are down, and preparations are beginning for the foundations of the new huge 16-story office building of the Commercial Union and the California insurance companies.

Disease Contracted by Workers Is an Injury for which Compensation may be Awarded

In *Engles Copper Mine Co. v. Industrial Accident Commission and D. Rebstock* the California supreme court ruled that disease contracted by an employee as a result of his employment is an injury for which the State Industrial Accident Commission may award compensation. Rebstock contracted influenza while at work for the copper mining company and caring for its workmen who were ill with the epidemic.

The champion tennis player of the world is an American life insurance agent.

California bank clearings in July were considerably larger than a year ago. Los Angeles total and percentage of gain remarkably large.

GRASS

—

Poetry in Prose by U. S. Senator John J. Ingalls—Grass Modifies Climates and Determines the Destiny of Nations—Failure of Its Yearly Harvest Would Depopulate the World

"Next in importance to the divine profusion of water, light and air, those three great physical facts which render existence possible, may be reckoned the universal beneficence of grass. Exaggerated by tropical heats and vapors to the gigantic cane congested with its saccharine secretion, or dwarfed by polar rigors to the fibrous hair of northern solitudes, embracing between these extremes the maize with its resolute pennons, the rice plant of southern swamps, the wheat, rye, barley, oats and other cereals, no less than the humbler verdure of hillside, pasture and prairie in the temperate zone, grass is the most widely distributed of all vegetable beings, and is at once the type of our life and the emblem of our mortality. Lying in the sunshine among the buttercups and dandelions of May, scarcely higher in intelligence than the minute tenants of that mimic wilderness, our earliest recollections are of grass; and when the fitful fever is ended and the foolish wrangle of the market and the forum is closed grass heals over the scar which our descent into the bosom of the earth has made, and the carpet of the infant becomes the blanket of the dead.

"As he reflected upon the brevity of human life, grass has been the favorite symbol of the moralist, the

chosen theme of the philosopher. 'All flesh is grass,' said the prophet; 'My days are as the grass,' sighed the troubled patriarch; and the pensive Nebuchadnezzar, in his penitential mood, exceeded even these, and, as the sacred historian informs us, did eat grass like an ox. Grass is the forgiveness of nature—her constant benediction. Fields trampled with battle, saturated with blood, torn with the ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown like rural lanes, and are obliterated. Forests decay, harvests perish, flowers vanish, but grass is immortal. Beleagured by the sullen hosts of winter, it withdraws into the impregnable fortress of its subterranean vitality, and emerges upon the first solicitation of spring. Sown by the winds, by wandering birds, propagated by the subtle horticulture of the elements which are its ministers and servants, it softens the rude outline of the world. Its tenacious fibers hold the earth in its place and prevent its soluble components from washing into the wasting sea. It invades the solitudes of deserts, climbs the inaccessible slopes and forbidding pinnacles of mountains, modifies climates and determines the history, character and destiny of nations. Unobtrusive and patient, it has immortal vigor and aggression. Banished from the thoroughfare and the field it hides its time to return, and when vigilance is relaxed or the dynasty has perished it silently resumes the throne from which it has been expelled, but which it never abdicates.

It bears no blazonry of bloom to charm the senses with fragrance or splendor, but its homely hue is more enchanting than the lily or the rose. It yields no fruit in earth or air, and yet should its harvest fail for a single year famine would depopulate the world."

Big Cannery Fire at Sacramento

The California Packing Corporation of San Francisco incurred a large loss, or the insurers did, by the burning of the warehouse and cannery on the river front at Sacramento. The building covers three blocks, and the flames were fanned by a stiff breeze from the southwest. The firemen of the entire department fought the fire for hours and succeeded in saving parts of the long building and contents. There were about 300,000 cases of canned goods, it is reported, besides considerable fresh fruit. It is estimated, at this writing on the day after the fire, that the total loss may be \$1,500,000.

Steel Frame Up

The steel frame of the additional stories of the Liverpool & London & Globe building, at California and Leidesdorff streets, San Francisco, are now completed. The elevation of the enlarged building will be equivalent to that of the usual ten-story building.

The stone and brick walls and cornices of the Balfour 16-story building at the corner of Sansome and California street are now finished, and interior work is being rushed.

American Fire Losses in 1920

Reports of large fire losses have been coming from all parts of the Union. This Coast is "notorious" in this respect. Hotels, apartment houses, sawmills and lumber, and general fires, have been unusual in number and volume, for the past ninety days.

The total American fire losses for 1920, from present indications, will be \$400,000,000.

Percentage of Undesirable Insurance Men

Former Superintendent of Insurance Tomlinson of Ohio expresses surprise at the exceedingly small number of "undesirable citizens" among insurance men of all classes. Mr. Tomlinson has only been associated with the insurance business for a few years and hence his "surprise" is not at all surprising. Insurance personell today is of an exceptionally high grade. Not perfect—no, not by any means—but improvement be noted almost from day to day. Mr. Tomlinson expresses the opinion that the percentage of "undesirables" is smaller among insurance men than it is at the bar, in the medical profession or among the clergy.—Insurance World.

Fire Mutual Quits.—The Jackson Purchase Fire of Kentucky, assessment plan, has several unpaid judgments, and has been ordered to quit business and levy assessments on members to pay the judgments for losses.

SPECIAL AGENTS

W. D. Mc Allen has been appointed automobile special agent for the Fireman's Fund with western Washington and British Columbia as his field. Joe D. Wheeler, automobile special in this field, has removed to Dallas, to cover his new field, northern Texas and a part of Arkansas.

The Philadelphia Underwriters (F. M. Avery, manager) has appointed Walter R. Fritz special agent in the states of Montana and Idaho. He assumed charge of the territory early this month. He will probably make his headquarters in Helena. Mr. Fritz was formerly at Topeka, Kan., with a leading state agency.

J. C. Crooks, who for some time past has been in the Northwest in local and other work, has returned to San Francisco, and is now with Edward Brown & Sons as automobile special.

J. J. Dennis of the Hartford has been transferred from Portland to San Francisco, where he will be assistant to Geo. E. Devine, superintendent of agencies. Gerard Clement has been transferred from Spokane to Portland.

George C. Thomas and Marshall W. Parker recently appointed automobile special agents for the Fireman's Fund spent a week in San Francisco getting acquainted at the company's head office.

Over a Million People

Within fifty miles of the city hall in San Francisco over 1,000,000 men,

women and children live. Within this area there are more telephone subscribers than in any similar area west of the Mississippi river.

This area around San Francisco bay may be called the Metropolitan District, and could serve for some insurance offices as a special department.

Publications

Seventh annual Report of Insurance Department of Arizona Corporation Commission. "With special pride" the Commission calls attention to the \$4,880,320 premiums collected in Arizona as compared with \$4,132,526 in 1918. The increase in 15 towns of more than 3,000 population was \$221,889.

Fire premiums were \$2,089,326, and losses incurred, \$663,728, or about 33 per cent. The leading premium producers are Phoenix, Tucson and Bisbee. The Farmers & Ranchers Mutual Fire discontinued business on May 24, of this year. Eighteen fire companies and underwriters were admitted to Arizona in the twelve months ending June 30 of this year; among which was the Northwestern Mutual of Seattle.

The Phoenix National Life of Phoenix began business on February 24 of this year. Two Life companies entered and one withdrew from the state. Eighteen fraternal are authorized, and twenty-nine old line, and thirty-two miscellaneous.

Report of the Supt. of Insurance, Dominion of Canada, business of 1919, fire and miscellaneous. C. D.

Finlayson, Supt., Ottawa. Fire premiums, \$40,031,474, a gain of over \$6,000,000, a gain of 16.6 per cent. Ratio losses paid, 41.6 per cent. Eighteen more offices wrote fire business in the Dominion.

Premiums and loss ratios in the Pacific West were:

Alberta \$3,194,080, 34.6; British Columbia, \$4,403,666, 29.8; Saskatchewan, \$3,634,505, 39.2; Yukon, \$5,595 and no losses.

British Dominions Yeark Book 1920: compliments of Coast department of Eagle, Star & British Dominions. As in former editions, the maps constitute a special feature. Old Europe and New Europe maps show the shattering changes wrought by the great war. Battle and wound deaths are estimated at 7,354,000. Over eight pages are devoted to aviation. Charts of United Kingdom, United States and Japanese pre and past war exports and imports, and of steel and world oil production, etc., are very instructive.

Eleventh annual Report of the Insurance Dept. of Utah, business of 1919: Rulon S. Wells, Commissioner of Ins. Companies admitted during the year: fire 12, foreign fire 4, life 1, miscellaneous 4, assessments 2, fraternal 1, reciprocals 15. Mercy on the poor Utahans: eight withdrew.

Utah fire premiums, \$1,655,565, with 51.8 per cent losses incurred. Premium gain was nearly \$300,000. In the past three years the loss ratio has exceeded 50 per cent.

Health.—Who hath fear is ill.

Needing more office room— The Fireman's Fund buys adjoining building

The building and lot on Sansome street south of and adjoining the head office have been purchased by the Fireman's Fund Ins. Co. This very desirable property has a fifty feet frontage and is covered by a three-story brick building, now occupied by Manager B. Goodwin's department. As soon as the present leases can be terminated the building will probably be occupied by the purchaser.

The fast growing business of the Fireman's Fund has made this large increase in office facilities necessary. The construction of additional stories on the home office building has been under consideration for some time, as previously noted in the Coast Review; but the acquisition of three floors adjacent will provide more suitable facilities for future expansion.

Charged with Arson

In Washington, D. L. Clowers, alleged leader of a Pacific Coast arson ring, is under arrest, charged with arson in the second degree. He is said to have set fire to the Newankum River Co. sawmill on March 1.

More Unsafe Than Ever

The automobile, the moonshine or gray mule still, the "dead" wire, the red bomb, the incendiary, the fast electric street car and the "unloaded" gun are making human life more unsafe than ever.

INTERINSURERS

**From Commissioner Fairchild's Address
at Los Angeles—Is of Opinion that
They should not be Allowed to use
words "Policy" and "Insurance"**

Insurance Commissioner Fairchild of Colorado in his paper read before the Insurance Commissioners' Convention produced somewhat sensational effects.

The scope of the authority of the attorney-in-fact manager is of dangerous extent, a fact not realized by the subscribers.

Mr. Fairchild said:

"The reciprocal plan of insurance contemplates the payment of a deposit to an individual termed an attorney-in-fact who charges himself with the duty of collecting deposits from other individuals, thereby creating a fund for the payment of losses.

"The first consideration which prompts this individual is naturally remuneration to himself, and upon the extent of this compensation depends the remaining amount available for loss-paying purposes. The person who is solicited to become a subscriber is usually approached first on the theory that by becoming an exchange member he is going to save money.

We should call his attention to the fact that in the last analysis he has assumed a liability to his co-subscribers and, while this liability is limited as to them, that owing to a recent State Supreme Court decision it is not so limited as to third parties. In the case of stock companies we are empowered to and do insist upon

unquestioned ability on the part of companies to pay claims; that in most States mutual companies are required to maintain a sufficient guaranty fund to protect their members. In Colorado, while an ostensible guaranty fund of \$25,000 is required before anyone can inaugurate a reciprocal, beyond the mere sworn statement that such a fund was in hand at the outset of its operations, the commissioner of insurance is not permitted under the law to see to it that even this small sum is retained either in cash or convertible securities for the payment of claims. It would, therefore, develop that the attorney-in-fact and his advisory committee are at liberty to not only reimburse themselves out of the deposits of subscribers for the original guaranty fund, but that the funds of the exchange may be invested in any form of securities that the attorney-in-fact and his advisory committee might select, there being nothing in the laws of Colorado at least that gives the commissioner of insurance the slightest authority to insist upon such funds being invested in easily convertible securities. This, to my mind, offers an inducement to an unscrupulous attorney-in-fact second only to the 25 per cent or 30 per cent that he first deducts from every deposit made with him.

The contracts, also provide that only the subscribers at the time of any given loss shall be liable and if the notice of loss is delayed it may mean considerable money loss to the claimant as it might occur that sev-

eral subscribers would resign during the delay.

Fairness would suggest that the subscriber be required to show the same degree of solvency in the one case as the stockholder has shown by actually investing his own funds in the other, and if the subscribers were required by law to make such showing, they would become more familiar with the obligations which they assume in becoming subscribers, and would consider the matter beyond the mere idea of a temporary saving in insurance cost.

A third party to a fire insurance contract might be a mortgagee, and under a recent decision, it is held that subscribers as between themselves may limit their liabilities, but that such limit cannot be held to bind other parties.

Fidelity & Casualty Company Now a 22-Millionaire, with \$2,000,000 Capital—Has Paid \$75,000,000 Losses

The semi-annual statement of the Fidelity & Casualty Company of New York shows \$2,248,387 gained in asset in the first six months of this year, bringing the total up to \$22,122,676 on July 1. The capital has been doubled and is now \$2,000,000. The surplus to policy-holders is \$3,552,910, a gain of about half a million. Losses paid in the half-year, in the ten classes written amounted to \$3,693,178, making the total paid since organization \$75,086,450.

Ten cars of wine grapes were sold recently at Lodi, Cal., for \$120 a

ton. Former price same variety \$20

Are Dairies Now Good Risks

In a previous issue we pointed out some of the conditions which now embarrass dairymen, especially those with small herds. Such as high costs of feed and labor, new regulations, and milk boycotts.

At Willows, Cal., the Rabbit Bros dairy was sold to a hopeful purchaser, who conducted it a few days, apparently at a loss, and then closed it.

The leading farm journal on the Coast, the Rural Press, made an investigation of ten typical dairies and gathered the operating figures for six months of 1920. Costs of labor and necessary food purchases, taxes, insurance, depreciation on buildings, etc., were added. Receipts of the dairies were then compiled—sale of calves and milk; receipts on sale of manure, also. There was a net loss of \$1.42 per 100 pounds of milk. Both hay and labor cost three times as much as formerly.

Anaconda Loss only 3 cents per Capita—

Trophy for the Fire Chief

At the recent convention of Coast Fire Chiefs at Pasadena, Cal., Chief Thomas Berry of Anaconda, Mont., won the Thomas H. Ince trophy cup for fire prevention in the six months campaign.

The Anaconda fire loss per capita was only three cents. There was only one fire and it was extinguished before the fire department arrived. No hose was laid.

FIRES

An auto roadster driven by hunters backfired on Forest Hill grade, near Auburn, Cal., and was destroyed.

Puyallup, Wash., fire started in sawmill of Brew Manufacturing Co., spread to lumber yards and box factory; thence to four dwellings; several blocks burned.

Near Redding, Cal., \$18,000 loss on farm of Anderson Farm Co., barn, 225 tons of hay, some live stock, and 500 tiers of wood.

At Alhambra, Cal., the Villa Brunner and contents burned; loss \$40,000. Noted as copy of Spanish castle.

Church at Ocean and Granada, San Francisco, burned, with loss of \$18,000. Believed fire started on roof from spark from a melting pot of solderers. Delay of firemen who laid hose two blocks to nearest hydrant.

A tule fire swept along lower Klamath Lake in Oregon, passing over many quarter-sections and burning homestead cabins.

Devitt, Ore., sawmill; loss, \$60,000.

Linnton, Ore., sawmill; loss, \$90,000.

In August ten lumber mills were burned in Oregon, with \$221,850 loss. Three packing plants burned, with \$51,575 loss. One paper mill was slightly damaged.

Filer, Idaho, had a bad fire which destroyed nearly an entire business block. Fire is believed to have started in the basement of a store. Nearby towns sent firemen and apparatus. Loss perhaps \$200,000.

At Anderson, Cal., Pacific High Garage and fifteen autos burned. Frame building. Cause explosion of gasoline burner of vulcanizer.

Brawley, Cal.—The Timkin ranch fire started in the cook-house and spread to the store, bunk-house, and blacksmith shop. New merchandise just received. Ranch fire extinguishing equipment was of no service. Loss \$20,000.

House at Melrose and Forester, San Francisco, burned before arrival of firemen, who searched the ruins and found in the basement an exploded gas stove and an intact moonshine still which had been turning out fifty gallons a day, or \$1,000 market quotations.

At Taft, Cal., the A. T. Connard building. Loss \$16,000. August.

At Oakland. La Court apartments, at 1741 Broadway; entire building in flames when firemen arrived; two-story frame; damage also rear part of adjacent buildings; loss estimated at \$70,000. August.

Salvation Army home on Beulah Heights, Oakland, damages \$2500. August.

At Ivan, Ore., the I. E. Kesterson Lumber Co. yards were destroyed, with \$200,000 loss.

Insurance broker may recover for breach of contract where acting as agent for both parties with their knowledge.—223 S. W. 681.

Auto collision rate in California is to be reduced. The Auto Club of southern California claims credit.

ROYAL INSURANCE COMPANY

**One of the Great Leaders in Resources,
Surplus and Premium Income—In-
creased Assets, Reserves, Capital
And Business**

The Royal Insurance Company of Liverpool has a total of \$151,128,-742 assets. Deducting the separate assets of the life department, the assets of fire and marine departments are found to be \$72,148,714, with a gross surplus of \$24,565,125. The capital has been increased to \$3,666,-215.

Fire and marine premiums for the year under consideration were \$38,-692,064 a gain of \$3,255,583. Total income was, in round numbers, \$41,000,000, a gain of \$3,528,821.

The loss paid ratio was 49 per cent, and the expense ratio only 24.6, excluding expenses of other departments. The large marine business of the Royal reduced its average expense ratio.

The Pacific department, under manager Watt, wrote \$1,621, 622 premiums, a large gain; and for the office, \$2,761,935 was written, with 42 per cent losses. The gain in premium incomes was over \$310,000.

International Association of Industrial Accident Boards and Commissions

The seventh annual meeting of this "International" is in a three-day session in San Francisco, with an elaborate program.

—Fresno, Cal. has a population of 45,086.

Guest Sues His Host

In Los Angeles county, A., a grape grower invited N. to call and drink some wine with him. The two men drank a few glasses together. S. then entered and joined in another glass of wine, which so pleased him that he expressed a wish for some of the beverage for his wife. N. offered to fetch the bottle for the gift. Returning from the warehouse with it, N. stumbled in a hole in the ground, fell and broke the bottle and gashed his face with the broken glass. The report of this affair leaves us in doubt whether Mr. S. took any wine to Mrs. S. However, N. was sore and perhaps he swore; and he went to court and sued his host for \$10,000 damages for maintaining a hole in the ground on his ranch into which hole he stepped with blood-letting results.

Under instructions, the jury quickly returned a verdict for defendant grape grower B. who it was held was not responsible for the accident.

The Life Reinsurance Company of America, says:

"The progress of successful business is marked by mile posts, such as the use of blotting paper, to take the place of the old and antiquated method of using sand. The growth of life insurance demands that the old antiquated method of re-insuring with your competitor, exposing your office secrets, be discarded for the up-to-the-minute service of a purely Life Reinsurance Company."

CHIPS

—London.—The Clerical, Medical and General Life is being allied with the Employers Liability Assurance Corporation on the basis of seven shares of the E. L. for one of the C. M. & G. The Clerical-Medical does a life business only.

—Life.—The Insurance Press computes the 1919 distributions by life insurance organizations in the United States and Canada as \$1,843,500,000, including dividends and claims awarded by the Bureau of War Risk Insurance \$879,118,000. The largest claim was \$400,000 on the life of Henry C. Frick, millionaire. Among the Coast large claims paid were: Jesse Cummings Remick, Portland, Ore., \$155,343; V. C. Reed, Denver, Colo., \$127,618; Arthur H. Mueller, Butte, Mont., \$92,000; Everett Ames, Portland, Ore., \$57,380; Hugo L. White, Salt Lake City, Ut., \$65,000; Emory G. Singletary, San Jose, Cal., \$50,000; Joseph A. Thatcher, Denver, Colo., \$50,000. In rank as to total payment San Francisco is 11, Los Angeles 12, Denver 20, Portland 30, Seattle 33, Oakland 43, Spokane 51. This September 8, edition of Insurance Press is 50 cents.

—Seattle fire losses in the first six months of 1920 amounted to \$1,089,601, or nearly three dollars per capita if this half-year is duplicated in the last half-year.

—The Metropolitan Casualty will hereafter insure plate glass only, having re-insured its burglary, accident and health business.

—Auto repairs by auto insurers may be the next innovation, according to a writer in Motor World.

—Died at age 85, on September 7, John Russell, formerly with several insurance offices in San Francisco.

—Deposit for Reciprocals. At the Insurance Convention at Los Angeles, Mr. Fairchild urged the requirement of a guaranty fund sufficient to make payment of all claims beyond question, and the elimination of "policy" and "insurance" in all contracts. Mr. Ramey approved and wanted a law to require reciprocals to deposit \$100,000 with the state.

—Marine.—A. W. Follansbee, Jr., marine secretary of the Fireman's Fund, left for New York on September 16, traveling via Pacific Northwest. Mr Follansbee will visit the company's marine agencies en route, reaching New York about October 1. He will remain there for about a month, making his headquarters with F. H. and C. R. Osborn, managers of the company's Atlantic marine department.

—Inexperienced and indifferent employees are among the results of war and post-war conditions. This office has had many changes, and in consequence many annoying errors. We find entries duly checked as entered on cards and ledger leaves but which were not entered, and credits misplaced; and marked proof errors not corrected. One Sansome street manager discovered that a new employee was mailing policies to the

insured instead of to the agents. And all the time the fresh employees were indifferent to correction or dismissal, for a new job always awaited them somewhere else.

—Portland.—The Pacific States Fire is entering New York, with Corroon & Duffy as general agents.

—Safe deposit boxes in small town banks are looted with perhaps increasing frequency, the example of one successful burglar being quickly followed elsewhere by other bandits. Last week at Durham, Cal., at 3:30 a. m., three men broke into the town bank and rifled 85 of the 100 boxes.

—The average freight car spends 54 per cent of its time in motion, 9 per cent in being repaired, and 37 in loading and unloading on side and spur tracks (or in shipper's and receivers hands). Present price of a new car is \$3,000.

—Spite fence statute of California is constitutional.—190 P. 1056.

—Freight traffic in U. S. in past few years has completely outgrown the carrying capacity of the railroads. Average freight car makes twenty round trips a year. It is proposed to make an average daily movement of at least thirty miles, and an average loading of thirty tons per car. Something must be done to relieve congestion and lessen delays and damages. Insurers, shippers and buyers are interested.

—Insurer's statutory right to cancel fire insurance becomes part of contract.—178 N. W. 926.

—The enlarged Metropolitan Life Coast head office building in San Francisco on Nob Hill is more like a Grecian temple than ever. The Stockton street front has a gable facade.

—The Cologne Reinsurance Co. sends out its sixty-seventh annual report. In marks—paid capital, 1,800,000; uncalled capital, 7,200,000; assets, 155,649,729; life, accident and liability departments' premium reserves "in hands of ceding companies" 66,568,603; due by other insurance companies, 35,982,725; investments, 22,485,955; mortgages, 10,330,951. This report was presented at the general meeting, June 28. We have no previous year statement for comparison.

—Negligence.—Failure to furnish statutory safety appliances evidence of negligence.—178 N. W. 919.

—Automobile.—Vice-President Marshall of the Fireman's Fund is in New York, attending the meeting of the National Automobile Underwriters conference.

—Liverpool.—Deputy General Manager J. C. Rimmer of the Liverpool and London and Globe retires on the 30th of this month, when he will be succeeded by Hugh Lewis, the London manager of the company. At the end of the year Mr. Lewis will succeed Secretary and General Manager A. J. Dent, who retires.

—Why not a policy covering specified contents of a safe deposit box, and insuring against theft, explosion and fire?

SELLING

One of the nearly sure ways is to find out about mortgages on homes and farms. Keep the record, as recorded. See the mortgagors. Real estate men should lend aid. Cultivate them—if they are not themselves sellers of insurance also. Anyway, get the mortgagors facts, for usually the mortgagor and the mortgagee alike favor a life policy to lift the mortgage.

Keep "track" of your policyholders. They may want more protection, or may be sources of "worthwhile" introductions; and these policyholders whom you wrote may be elected to office with a salary worth insuring against loss by death; or their sons or daughters may have recently married or have received government appointments.

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Value of Imagination

The insurance solicitor who is blessed with lively imagination that he can draw upon to reinforce his statement of facts and figures has in his possession a resource of inestimable value; he is indeed fortunate.

There is perhaps no one gift that the Creator has bestowed on man that has more practical worth, both as a valuable business asset and as a means of personal happiness, than the creative faculty. It is the picture gallery of the mind where beautiful things are constructed out of nothing; where pictures are painted on canvas that does not exist—the studio that needs no brushes nor chisels, but whose production is marvelous and inexhaustible.

The insurance salesman possessing this faculty has at his command one of the greatest instruments for success that he could possibly have. In fact the one lacking it entirely is quite as helpless as an auto sans spark plug—no contact, no explosion, no power.

But the one possessing it—he is a poet, an artist, who is able to weave together the warp and woof of many experiences into a beautiful fabric. Listen and hear him describe a home free from debt, a little family kept together, an income at hand sufficient to educate the children, the burden of care lifted from a troubled mother, the sting taken from sorrow and death.—C.H.Jackson in *Security Mutual Spur*.

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Great Salesmen

The solicitor who is at the head of his profession never knows when he is beaten—for he is never beaten!

The weak salesman who starts out with a doubt in his mind, who believes that times are a little hard and money scarce, and thinks it would be very difficult to sell much, will come back with very few and very small orders.

The up-to-date solicitor is always prepared for all sorts of bogies, all sorts of excuses. He knows that the people he will approach are going to try all kinds of polite, and, perhaps, impolite ways of turning him down, but he is never dismayed by objections or rebuffs.

The men who make the really great salesmen are always characterized by

large self-confidence, self-assurance, and vigorous determination. They have acquired the habit of conquering.—The New Success.

Two Good Arguments

You should take out as much life insurance as you can pay for, now, for two excellent reasons:

First: Because the purchasing power of the insurance proceeds is only half as much as it was five years ago.

Second: Your 50-Cent Dollar present premium reserve to which you pay something every year will in normal times be 100-Cent Dollar. In other words, you pay 50-cent dollars and you or your beneficiary will be repaid in 100-cent dollars.

Reporting Organizations Do Not Know

There is a good deal of humbug in the statements made by organizations professing to know something of the condition of insurers. They merely tell something which anyone may infer from the insurer's sworn statement. The professional expert is really only expert in camouflage. He is unable to go behind the official returns, unless he is an active director of the company itself. The Coast Review has had information concerning events or of a company's real condition of which the New York expert knew nothing and could learn nothing.

Salt Lake City—George V. Lowry has been appointed Board surveyor.

London and Lancashire Insurance Company, Ltd.

The word "Fire" has been dropped from the title of this British office, which now writes several kinds of risks.

California's Population

The 1920 census credits California with 3,426,536 population, a gain of 44.1 per cent or 1,048,987 in ten years.

In 1909 the state's fire premiums paid to stock companies amounted to \$15,094,210.

In 1919 the stock companies' fire premiums amounted to \$26,707,382 including increased values and several months' emergency 10 per cent charge.

Premiums gained 77 per cent against a population gain of 44 per cent.

Death of Board Employee

E. J. Orr, surveyor for the Board of Fire Underwriters, died last week at Grantsville, Utah. Mr. Orr had been with the Board for ten years. He had been city and country surveyor, and had been employed also by the Salt Lake City and the Arizona offices.

No uninsured solicitor can be enthusiastic, unless he has been "turned down" by the medical examiner.

Independent Cracker and Biscuit Company, 3402 Sixteenth street, San Francisco; fire started in gas stove

SUBMARINES

Continued

The first attempt by a submarine to blow up a ship of war was made during the American Revolution. David Bushnell, a Connecticut Yankee, at that time a sophomore at Yale, built a turtle-shaped boat, weighted to keep it upright, with only a conning tower showing above water. This, the first real submarine for war purposes, could carry only one man and was moved by a screw operated by a crank. One Sergeant Lee shut himself in the turtle boat one night and cranked until he came alongside the British ship *Eagle*, 64 guns, lying off Governor's Island in New York Harbor. The torpedo, to explode by clockwork, had to be screwed into the side of the ship. The side happened to be copper and the torpedo could not be attached. It got away, but exploded an hour later, to the great terror of the British tars aboard who could not imagine what had happened.

In 1801 Robert Fulton built a submarine operated by steam. He called it the *Nautilus*. Three men accompanied him on a trip where he stayed under water an hour in the Harbor of Frest. He later blew up a small ship in this locality and would have blown up a man-of-war had not the ship sailed away while the torpedo was being attached. Fulton tried to sell his ship to Napoleon, but the little Corsican was too skeptical.

The submarines that followed had huge rubber gloves projecting from the sides so that the operator could thrust his hands into the gloves, look through a porthole and thus attach

the torpedo to the ship without getting out.

A noted smuggler of this period, a man named Johnson, originally of the British navy and an associate of Robert Fulton, conceived the idea of taking Napoleon away from St. Helena in a submarine. Napoleon's agents offered him \$200,000 the day his boat was finished and "wealth beyond the dreams of avarice" if he succeeded. It was figured out that the submarine could elude the British cruisers on guard and take Napoleon aboard. A big submarine was built—100 feet long, with folding masts. By one of the curious rolls of Fate's dice that occur once in a century, on the very day that the rescuing submarine was being finished the news came that Napoleon had died.

The next great submarine inventor was Bauer, a Bavarian, whose vessel in 1850 was successful and a great improvement over former ones, but Bauer was cursed with bad luck and after nearly a hundred submarine accidents his latest patrons, the Russians, intimated that if he persisted he would build his next vessel in Siberia. Bauer disappeared from history.

The Southerners during the Civil War developed the submarine by leaps and bounds, trying to overcome the Northern blockade. The *New Ironsides*, the *Minnesota* and the *Memphis*, were torpedoed but not sunk.

Foremost in this period is the sinking of the *Housatonic*, a new man-of-war, by one of the "David" type of Confederate submarines. The torpedo sank the *Housatonic*, but it

blew such a great hole in the side of the ship that the intruding water sucked in the submarine and it went down with its victim.

The modern type of submarine originated with John P. Holland, who built his first model in 1877. This boat was 53 feet long, displaced 14 tons and had a surface speed of six knots. Holland had but to turn to mechanics and apply the explosive engine and the storage battery.

In 1902 Simon Lake improved the Holland boats, his general theory being that a submarine should be a surface boat capable of submerging when necessary.

If submarines ultimately render the armored ship obsolete, it will be the sixth definite change in warfare.

The first change was the war club with a flint stone attached; this gave power over purely animal strength; previously victory among men had depended on hands and teeth.

The invention of the bow and arrow was the second revolution, for it enabled the owner to conquer the man with a stone club before he got within striking distance.

Armor put archers out of business.

Gunpowder made armor ancient history.

The next big change was in naval battles when the *Merrimac* in 1862 destroyed the Union Fleet at Charleston and put wooden fighting ships in the discard.

Then came the submarine. Whether it will put armored ships out of business remains to be seen. The death struggle has not yet taken place.

Naval authorities fail to agree as to the present status of the submarine boat, let alone the future. Most of them say it is only an auxiliary to a fleet; others maintain that the superdreadnaught has been rendered obsolete. The latter belief is shared by Admiral Sir Percy Scott, one of England's greatest naval experts, who stated his views in a letter made public two months before the World War burst forth.

Briefly, the submarine has revolutionized naval strategy, though its power in battle on a large scale has not been tested as yet.

An interesting fact in connection with the submarine is that no one has ever been able to patent the periscope, for Jules Verne described it in "Twenty Thousand Leagues Under the Sea," and thus established an international priority right for his heirs, to whom, however, priority is of no value, for the period of protection and period of renewal have both expired.

Fire Chiefs Annual Convention

Pacific Coast Fire Chiefs' Annual Convention was this year held in Pasadena, Cal., on Sept. 13, 14 and 15. Experiences were told and practical recommendations were made. Butte, Mont., was chosen as place of next meeting.

B. F. Dowell of Portland was chosen president, and Fire Marshal H. W. Bringhurst of Seattle was re-elected secretary.

If you were a candidate would you prefer stolid or solid support.

GENERAL

"Ill fares the land to hastening ills a prey, where wealth accumulates and men decay," said the poet, a very charming writer. But is it true that men decay, let us say in United-statesland, where wealth most accumulates?

As expected, F. W. Koeckert, first vice-president of the Evans companies, has resigned. Mr. K. began work in the Middle West. He was a Continental special at Denver four years ago and was transferred to Chicago as manager of the Western department. A year later he was made first vice-president of the three companies of the New York fleet. I do not imagine that F. V. F. W. was made giddy or was misled by his rapid rise.

It has been said of Francis Bacon that while he was a philosopher and lord chancellor he was not a poet; but surely he was a man of great imagination, for in "New Atlantis he says: "We imitate also the flights of birds; we have some degree of flying in the air; we have ships and boats for going under water." All these Atlantisan inventions more than three centuries ago were for "the enlarging of the bounds of human empire to the effecting of all things possible."

At Portland, Ore., Union Ave. and Broadway, the Broadway Dye works had small loss. Soaked quilt blazed up; spontaneous combustion.

Good Advice.—"Better see a doctor." "Better see a lawyer." "Better see an insurance man."

How does this strike you for a sign of the times?

"We insure everything but success."

Insurance Record says Fred Koeckert has "a backbone like an iron bar."

The Bankers Life Company of Des Moines is again writing business at the rate of over \$10,000,000 a month.

Col. R. Dale Benson, head of the Pennsylvania Fire for twenty-five years until North British interests purchased the company, died recently from apoplexy, at the age of 78.

Walnut Creek, Cal., seventeen miles east of Oakland, is acquiring the local water company plant.

Corporation is entitled to secret profits realized by general manager.—178 N. W. 684.

Giving of a chattel mortgage though void for usury, will avoid a fire policy.—229 N. Y. 201.

Lacking the support it deserved, the Life Insurance Independent has consolidated with Insurance Salesman.

Nobility is decreasing in Europe and mobility is increasing everywhere.

Coast Fire Table

We hope to be able to finish work on our Coast Fire Business Table in a few days and send it to the printer. It will not be sent out for corrections.

**Equitable F. & M. Insurance Company
Now Has Million Capital**

The Equitable of Providence, now 61 years old, has increased its paid up capital to \$1,000,000. In five years the assets of the company have been increased some \$2,000,000, and are now \$2,880,000. Surplus to policy holders has increased from \$704,000 to \$2,100,000, and the yearly business has more than doubled.

The Coast representative is George H. Tyson, General Agent, at 210 Sansome Street, San Francisco, Calif.

In Jail at Siskiyou

An I. W. W. and alleged Red, Pete McIntyre, a watchman employed by the Weed Lumber Company at Weed, California, is under arrest, following investigations of suspicious fires on the properties of the Lumber Company, and the Illinois Pacific Glass Company in San Francisco. McIntyre, an organizer of the I. W. W. branches, is charged with responsibility for many recent attempts to burn the plant and the timber of the Weed Company.

Capital-Surplus Gains.—The Camden Fire will add a quarter million each to capital and surplus, making the capital \$1,250,000.

A Peek at the Peak

Editor Coast Review: Didn't you use an opera glass when you found the Price family on the Peak of High Prices? My spy glass shows the Prices still climbing. With them are Wage family, who are clamoring to reach the Peak—\$12 a day. The only way to stop these crazy climbers is to quit buying.—S. W.

State Insurance Is Socialism

The "State Fund" is one of the German ideas, which still exists in this country, and it is impossible to conceive how any employer of labor, or business man can oppose the nationalization of our industries, if he supports and is a member of one of the so-called "State Funds."

Under a well-known monopolistic State Fund, there has recently been acknowledged that the average period from the time of accident to the payment of the first compensation is approximately 10 weeks. Such a record of business would be suicidal for any commercial insurance organization and would not be tolerated by the State authorities. Workmen's compensation is supposed to be for the benefit of the workingman, and any system that results in withholding compensation due such workingman for 10 weeks, in part at least defeats the purpose of the act creating the system. Monopolistic State insurance cannot, in my judgment, be condemned in too strong terms—Joseph G. Brown, Insurance Commissioner Vermont.

"Progress"

Before the great war there was in force in the United States in the leading life companies, seventeen billions life insurance, gold value. And now there is in force in these companies also seventeen billions of life insurance, gold value.

Before the great war, these leading American life companies wrote \$2,-600,000,000 new business in the year, gold value. The gain in per cent, gold value, in four years before the war, was 38 per cent; the gain in six years after the outbreak of the war, in gold value, was 41 per cent.

These figures sustain the statement of the Coast Review, some time ago, that when population gains and decreasing purchasing power of the dollar were considered the life insurance "gains" of which there is much boasting are merely apparent and are not real; and 'not until conditions are again normal and the present dollar expressed income and amount written and amount in force are maintained and increased as population increased, can it be certain that any real progress and relative gain have been made.

San Francisco, at Broadway and Bakers Supplies, and South of Mar-Battery streets, Irvine and Company, ket, American Glue and Patrick Tannery and warehouse; \$60,000 and \$50,000.

The healthy man knows he has an appetite but never that he has a stomach.

Build Up a Business

The agent or solicitor or broker who expects to build up a permanent business must deal justly and give honest service. See to it most carefully that the policy is right in character, and good management. Tricks indifference, carelessness, overinsurance, neglect, quibbling, deception, never built up a permanent business. But loyalty, industry, good faith and real service will.

Food gives life and also death. For the uneliminated ashes of food will in time kill. Overeating will as surely kill as starvation, though requiring longer time. Sometimes too much new business is "overeating" that bring a reinsurer or receiver or both for the glutton company.

When the prospect indicates that he is "converted" "don't overconvert him before asking him to sign on the dotted line.

California is a rich state. It can afford two holidays in the same week.

A bill before the New York legislature provides that insurance companies shall invest in real estate in this country a fifth of their gross assets not invested in bonds and mortgages.

In California the Confiscation Party known as single-taxers proposes that land shall bear all taxes and that government shall collect full rental values on lands.

Banks and Depositors

Banks are bound to know the signature of its depositors.

The depositor must examine account and vouchers, and is liable to bank for injuries caused by omission to do so. The depositor is not liable for injuries resulting to a bank from failure to call for passbook—85S.754.

Special damages from failure to pay check must be alleged and proved by the depositor, not a merchant—85S. 529.

Those of us who would live over the old days again will find ourselves transported back a quarter century by re-reading Verne's famous book. You will find the then unbelievable adventures of Captain Nemo and his famous submarine, the Nautilus, just as thrilling as when you read them as a boy before a great wood fire. And when you reach the chapter where Captain Nemo torpedoes a giant Cunard passenger liner, then comes to the surface to see the victims struggling in the water, you will reflect that the Lusitania parallel is almost uncanny.—Cottrell's

Under Alabama law, as amended in 1911, failure of insured to submit to appraisal, is no defense if defendant insurer is a member of a traffic association—*Phoenix Assurance Co. v. Blumberg Shoe Co.*, 85S.815.

The Fireman's Fund salary bonus of one month's pay is the fourth since December, 1918.

Press that argument about under-insurance now. Strike while the iron is hot. The argument may lose its point when falling prices blunt it.

The Texas Fire Insurance Commission has issued a ruling that fire companies must credit the assured with the pro-rata unearned premium on any portion of a policy not covered by the amount of the adjusted loss under same.

The State of Washington has 356,326 population, increase nearly 19 per cent.

The California melon growers were "hit" by new freight tariffs which are now prohibitory as regards markets in the East. The loss is very serious in the Turlock district.

There should be an active demand for riot insurance in Italy these days.

The everlasting will to win makes a lasting success.

October 9th is Fire Prevention Day. The Oregon fire marshal department is setting a good example by urging the observation of the day by school children, housewives, merchants and manufacturers.

Agreement to convey lots to agent in payment of premiums, not specified in policy, illegal.—85S. 370.

	Assets	Liabilities	Surplus	Unearned	Premiums	Income	Outgo	Losses	Expenses	L %	Ex %	Paid/Rems	Paid/Losses	L %
National Liberty Fire														
1920	10,750,511	6,638,598	4,111,913	5,655,547	5,972,961	6,349,631	5,188,451	2,523,102	2,465,349	42.2	41.3	94,945	31,793	33.5
1919	10,004,667	6,214,228	3,790,439	4,941,387	5,244,641	5,390,511	4,899,677	2,662,669	2,637,005	50.8	38.8	87,979	36,851	41.9
1918	8,163,582	5,223,032	2,940,550	4,403,262	4,603,906	4,973,929	4,177,365	2,283,397	1,638,767	49.6	39.0	83,714	21,852	29.6
1917	8,553,704	4,222,485	4,331,219	3,808,202	3,495,431	3,807,801	3,233,602	1,707,207	1,391,395	48.8	39.8	64,152	23,818	37.0
1916	8,007,466	3,920,296	4,109,356	3,558,972	3,193,321	3,525,722	3,163,464	1,569,275	1,289,733	49.1	40.4	53,788	8,893	16.5
National Union Fire														
1920	6,176,156	4,221,406	1,954,750	3,622,974	4,159,820	4,380,374	3,376,813	1,525,145	1,751,668	36.7	42.1	275,038	117,396	41.2
1919	5,274,000	3,449,586	1,824,414	3,930,655	3,281,418	3,475,081	3,470,515	1,984,423	1,886,092	60.5	43.3	466,182	200,475	43.0
1918	5,332,591	3,639,384	1,693,207	2,801,228	3,819,210	4,021,156	2,985,397	1,398,387	1,287,838	11.0	33.7	453,583	196,176	43.2
1917	4,439,430	2,683,168	1,756,262	2,362,164	2,310,615	2,490,866	2,255,995	1,258,387	907,208	54.4	39.3	306,946	110,370	35.9
1916	4,165,226	2,614,279	1,550,947	2,327,303	2,120,884	2,313,119	2,290,744	1,413,990	861,754	66.7	40.6	604,001	320,386	53.0
Nevada Fire														
1920	369,921	86,594	283,330	68,599	98,135	120,312	88,661	36,256	67,973	37.0	69.3	98,135	36,266	37.0
1919	335,117	59,010	276,107	47,293	61,481	86,447	63,259	25,241	36,312	41.1	30.6	61,483	25,241	41.1
1918	303,391	45,159	258,232	32,088	41,257	66,650	25,223	8,089	15,783	19.6	38.3	41,257	8,089	19.6
1917	266,786	26,719	210,067	20,080	25,526	33,048	21,446	10,594	10,852	41.5	42.5	25,526	10,594	41.5
1916	132,662	14,197	138,465	10,730	13,954	27,845	13,570	1,871	8,699	13.4	62.5	13,954	1,871	13.4
New Brunswick Fire														
1920	2,549,989	1,708,910	841,088	1,376,691	1,874,217	1,938,777	1,795,616	945,324	742,543	50.4	39.6	278,143	106,761	38.3
1919	2,338,567	1,507,882	830,685	1,224,581	1,825,213	1,914,172	1,645,262	859,530	721,235	47.1	39.5	275,134	121,164	44.0
1918	2,220,665	1,396,325	824,340	1,026,785	1,504,587	1,580,436	1,187,741	575,293	554,383	38.2	36.9	303,550	75,231	24.7
1917	1,711,867	884,456	827,411	781,580	947,745	1,121,624	832,257	392,813	391,447	41.4	41.3	190,681	64,088	38.8
1916	1,341,688	739,925	601,763	687,432	758,342	831,756	770,492	367,334	347,041	48.4	45.8	137,256	67,059	48.8
New Hampshire Fire														
1920	9,054,147	5,040,766	4,013,381	4,200,637	4,690,116	5,030,016	3,900,708	1,879,813	1,810,910	40.1	38.6	340,028	83,577	24.5
1919	8,011,410	4,374,108	3,637,302	3,647,046	4,010,763	4,321,036	3,574,154	1,819,653	1,574,495	45.4	39.3	253,530	86,475	34.1
1918	7,383,894	3,771,704	3,612,190	3,425,187	3,425,481	3,729,988	3,158,150	1,643,150	1,313,354	48.0	38.3	205,551	86,342	33.2
1917	6,969,872	3,519,444	2,100,428	2,846,722	2,870,596	3,154,333	2,836,886	1,572,272	1,129,614	54.7	39.3	190,803	76,296	39.0
1916	6,515,830	3,158,885	3,356,945	2,738,147	2,809,274	3,061,253	2,801,169	1,543,559	1,122,309	54.9	40.0	193,016	71,147	36.8
New Haven Underwriters														
1920	7,034,970	4,652,528	2,382,442	3,806,226	4,993,120	5,555,874	4,239,984	1,851,336	2,032,158	37.1	40.7	15,628	25,069	16.1
1919	5,823,675	3,861,075	1,962,600	3,344,087	4,496,208	4,321,036	3,522,536	1,814,870	1,627,666	42.7	38.3	...	...	...
1918	4,906,928	3,069,455	1,837,473	2,704,787	3,254,107	3,212,174	2,627,760	1,412,523	1,190,237	46.9	39.6	...	...	...
1917	4,486,438	2,619,693	1,836,745	2,361,508	2,455,106	2,646,251	2,480,724	1,353,440	1,047,284	55.1	42.6	21,262	9,435	44.3
1916	4,283,506	2,550,772	1,732,734	2,265,940	2,487,387	2,819,260	2,774,738	1,536,044	1,010,139	61.8	40.6	23,002	9,737	42.3

In 1864

The first number of "Facts and Figures" appeared in San Francisco, in the year 1864. It was for the "use and reference of agents" of the Phoenix Insurance Company of Hartford, which company then had \$695,979 total cash assets, as we learn from this "monthly circular."

Complaint was printed "in the papers" that an Eastern company had forced the California complainant "into a ruinous settlement" of his loss claim "under threat of feeding him on law and greenbacks." California premiums were paid in gold and losses likewise. Greenbacks were then worth perhaps 65 cents in gold.

The California legislature passed a law requiring all but local companies to make a special deposit of \$15,000.

On May 20, 1864, the San Francisco treasurer certified that the deposit law, in force on May 1st, had been complied with by only eight non-resident companies, to wit:

Aetna Insurance Company of Hartford, Edw H. Parker, agent.

Phoenix Insurance Company of Hartford, R. H. Magill, agent.

Hartford Insurance Company of Hartford, Bigelow and Bro., agents.

Hamburg Bremen Insurance Company of Hamburg, Morris Speyer, agent.

Imperial Insurance Company of London, Falkner, Bell & Co., agents.

Liverpool and London Insurance Company of Liverpool, William B. Johnston, agent.

London and Lancashire Fire Insurance Company of London, J. Lowen-

heim & Co., agents.

North British and Mercantile Insurance Company of London, Wm. H. Tillinghast, agent.

This certificate was signed by Jos. S. Paxon, County Treasurer.

Other non-resident companies announced that the required deposits were being forwarded to San Francisco bankers. There was in 1864 no railroads across the continent, and the civil war was raging.

A block of buildings in Napa, California, burned, and the reporter referred to the fact that there was only one local agent in that county seat; and also mentioned the visit of Mr. Phelan, an appraiser from San Francisco. An agent, delivering a bank check for a fire loss, penciled on it "Good for burns."

A "simple fire annihilator for domestic use" was announced as "a package of two or three pounds of sulphur, deposited in such a manner as to be among the first things to burn, or at hand to be thrown into the fire." Burning sulphur converts the oxygen of the air into sulphuric acid gas which checks fire as surely as water.

Personal—Edward Randall, general auditor of the Fireman's Fund, will visit the company's department offices at Chicago, Dallas, Atlanta, Boston and New York, and expects to arrive in the latter city about October the 15th.

—Owner must protect persons on premises from hidden dangers.

AMERICAN COMPANIES

CAPITAL. NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION				INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
JANUARY 1st.	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
Hamilton Fire, New York, 1852	1,723,635	919,208	801,426	548,337	938,559	1,003,608	735,390	452,054	259,340	48.1	27.6	24,474	15,013	61.4
Capital \$ 200,000	1,439,350	828,122	611,228	557,134	1,040,032	1,087,234	581,782	387,981	173,752	37.3	16.6	26,369	10,403	39.5
Net Surplus 604,422	946,487	471,367	455,120	301,440	623,706	657,444	330,668	225,064	89,607	41.0	14.4	21,205	4,266	20.0
1917	629,612	253,725	375,887	150,449	293,692	322,094	219,623	149,999	53,627	51.0	18.3	12,899	7,144	54.9
1920	6,373,119	4,413,751	1,929,368	3,636,597	4,050,630	4,314,382	3,933,375	1,752,035	1,730,506	43.2	42.7	374,764	123,601	32.9
1919	5,840,185	4,199,994	1,040,191	3,345,370	3,674,470	3,879,392	3,673,103	2,100,681	1,472,422	57.2	40.1	262,800	78,066	30.0
1918	5,643,576	4,031,172	1,609,404	3,357,247	3,880,861	4,076,210	3,207,499	1,724,217	1,383,282	44.0	35.6	203,782	84,797	41.6
1917	4,921,189	3,015,108	1,906,081	2,685,413	2,609,901	2,780,423	2,436,846	1,292,067	1,044,779	49.2	40.0	189,850	73,384	38.6
1916	4,542,457	2,740,176	1,802,280	2,481,088	2,264,378	2,553,395	2,548,843	1,220,621	1,069,230	53.9	47.2	67,330	43,162	63.9
Hartford Fire	50,590,321	32,501,266	18,089,055	25,548,915	35,103,081	36,590,463	28,288,965	13,574,745	13,676,871	38.7	38.9	2,859,190	992,403	31.7
1919	39,723,889	28,600,229	11,123,660	23,170,417	30,873,004	32,084,673	26,288,965	14,788,236	10,700,729	47.9	34.7	2,608,403	1,213,949	42.7
1918	34,654,101	21,546,575	10,107,526	19,816,849	25,609,667	26,655,261	21,215,695	11,458,863	8,956,832	44.7	35.0	2,282,178	879,126	38.5
1917	29,878,349	19,496,123	10,382,226	17,173,360	20,351,480	21,376,139	19,637,973	11,240,084	7,597,889	55.2	37.3	2,005,218	746,267	37.2
1916	28,277,827	18,926,854	10,050,973	16,350,362	19,379,628	20,479,928	19,049,712	10,381,928	7,867,788	50.6	38.4	1,673,595	859,434	51.3
Hibernia Underwriters	51,595,060	32,769,097	21,895,966	27,092,838	35,036,287	37,429,211	28,573,574	13,957,847	13,115,727	38.5	38.8	3,156,181	1,236,899	39.1
1920	50,201,006	29,031,302	21,256,704	23,589,949	31,398,247	33,701,319	26,650,014	14,607,252	10,542,792	46.2	33.4	2,806,540	1,191,248	42.4
1919	44,048,652	25,047,401	19,001,251	20,290,351	25,051,741	26,830,979	21,333,521	11,338,315	8,435,206	43.8	33.7	2,663,345	1,913,226	34.2
1918	40,047,515	19,395,767	20,651,748	16,179,042	18,820,826	20,523,868	19,229,209	11,051,671	6,857,538	58.7	36.4	2,098,762	1,084,928	51.7
1917	37,982,744	18,446,567	19,536,177	15,878,826	18,245,129	19,889,314	17,878,250	9,708,418	6,884,927	53.2	37.7	2,040,412	1,028,341	50.4
Hon. New York, 1853	51,595,060	32,769,094	21,825,966	27,092,838	35,036,287	37,429,211	28,573,574	13,957,847	13,115,727	38.5	38.8	3,156,181	1,236,899	39.1
1920	50,291,006	29,034,302	21,256,704	23,589,949	31,398,247	33,701,319	26,650,014	14,607,252	10,542,792	46.2	33.4	2,806,540	1,191,248	42.4
1919	41,048,652	25,047,401	19,001,251	20,290,351	25,051,741	26,830,979	21,333,521	11,338,315	8,435,206	43.8	33.7	2,663,345	1,913,226	34.2
1918	40,047,515	19,395,767	20,651,748	16,179,042	18,820,826	20,523,868	19,229,209	11,051,671	6,857,538	58.7	36.4	2,098,762	1,084,928	51.7
1917	37,982,744	18,446,567	19,536,177	15,878,826	18,245,129	19,889,314	17,878,250	9,708,418	6,884,927	53.2	37.7	2,040,412	1,028,341	50.4

Liberty Bonds—Delay of Permanent Issues

Government also reports "unavoidable delay s" in printing its permanent Liberty Bonds. The temporary Fourth Loan Bonds cannot be exchanged on October 15th, as planned, but may be on and after February 1, 1921. First 4's, First 4 1-4's, of Dec. 15, 1919, and June 15, 1920, last coupons; Second 4's and Second 4 1-4's, of November 15, 1919, and May 15, 1920, last coupons; and the Third 4 1-4's, of March 15, 1920, last coupon — are now exchangeable for permanent 4 1-4 per cent coupon or registered bonds. In this Twelfth Federal Reserve District, there are many Liberty Bond holders who have

not yet made exchange of the temporary for permanent issues.

Improved Risks—R. H. Merrill, now in charge of the Fireman's Fund improvement risk department in the Coast field, has been visiting Chicago, where he made a study of the company's Western department operations of its well established improved risks branch.

If the solicitor doesn't believe in life insurance he will show it in his face and manner. Let him first insure himself, after considering and deciding what contract best suits his needs and income.

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR

Write for Complete Information

The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL - JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1919
\$142,280,242

Fire and Marine Assets
\$68,320,967

Net Surplus
\$22,627,938

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

The f. o. b. average cost of coal mined in Washington, as reported to the Federal Trade Commission, is \$2.81 a ton; in Montana, \$3.04, a loss of 10c to operators— in Colorado, \$2.94; in Utah, \$2.67; in Wyoming, \$2.43; in New Mexico, \$2.98; in United States, \$2.77. One West Virginia mine reports a net loss of \$6.34 a ton. The average sales realization of the 1156 operators who report is \$2.74 per ton at the mine. The average labor cost per ton for is \$1.75; supplies and overhead expenses amount to 55 cents per ton.

The increased incidence of disease, commencing with 1915, has prompted the Travelers to increase health rates

on certain forms of health and disability policies. The new rates do not reflect the losses of the two "flue" epidemics.

In British Columbia you must now be vaccinated or show evidence of a successful vaccination, before the authorities will permit you to debark. In several towns in the province there are cases of smallpox.

Germany's first submarine was built in 1850 by William Bauer. Its iron sides were crushed in and it sank in deep water, to be recovered later during excavations for the Kiel Canal. Today this old hulk is in the Naval Museum in Berlin.—Cottrell's

"You may delay, but Time will not."—Benjamin Franklin.

THE FRANKLIN FIRE

INSURANCE COMPANY of PHILADELPHIA

ELBRIDGE G. SNOW, President

Organized
1829



Charter
Perpetual

FIRE and ALLIED BRANCHES OF INSURANCE

LIBERAL CONTRACTS OF INDEMNITY

Guaranteed by funds ample to meet without delay all obligations, and backed by a Complete Service Organization and by a Management well known for its practice of Prompt and Equitable Adjustment of Losses.

*89 Years Old, With an Unblemished Name and
Honorable Record*

AGENTS THROUGHOUT THE UNITED STATES

Prints Most Statistics

AMERICAN COMPANIES

CAPITAL NET SURPLUS, YEAR ORGANIZED.	FINANCIAL CONDITION						INCOME		EXPENDITURES			RATIOS			PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPEN- DITURES	LOSSES PAID	EX- PENSES	PREMIUMS TO LOSSES	PREMIUMS TO EXPENSES	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO			
JANUARY 1st.	\$		\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%			
Pacific Fire 1851.	1920	2,437,260	1,455,793	981,467	1,159,272	1,846,817	1,930,744	1,548,528	929,317	559,124	50.3	30.3	55,626	12,317	22.2		
Capital \$ 400,000	1919	2,130,572	1,272,805	877,767	1,013,303	1,823,085	1,891,062	1,418,978	878,014	500,979	45.7	27.5	107,670	32,713	30.4		
Net Surplus 581,467	1918	1,698,159	867,973	740,186	689,376	1,054,656	1,109,749	791,328	482,100	269,293	45.7	25.5	76,133	16,201	21.3		
	1917	1,338,087	608,554	729,533	510,619	756,623	861,035	741,818	420,591	227,817	55.6	36.2	71,805	30,422	40.0		
Pacific States Fire	1920	982,878	313,277	669,601	165,991	215,835	263,097	201,406	60,196	85,198	27.9	39.5	215,835	60,196	27.9		
Portland, Ore., 1909.	1919	723,060	134,638	588,421	116,480	153,877	198,080	203,680	62,158	71,095	40.1	46.2	153,877	62,158	40.1		
Capital \$299,510	1918	680,660	124,658	556,002	78,987	93,426	230,777	711,146	34,520	89,495	37.0	36.6	93,426	34,52	37.0		
Net Surplus 370,091	1917	592,151	140,117	452,034	67,305	41,902	65,533	143,515	40,048	68,618	92.1	152.8	41,902	40,017	92.1		
	1916	610,253	120,959	489,293	71,169	99,808	152,582	167,819	61,056	106,763	61.1	106.9	99,808	61,056	61.1		
Peninsula Fire Mich. 1917	1920	1,259,550		1,159,550													
	1920	9,280,906	6,305,380	2,975,526	4,443,015	4,777,364	5,184,211	4,446,293	2,088,805	2,044,010	43.9	43.0	544,870	190,680	34.9		
Pennsylvania Fire 1825	1919	8,526,073	5,930,241	2,595,829	5,147,111	4,339,036	4,722,044	4,346,434	2,392,297	1,779,137	55.1	41.1	417,291	153,914	36.8		
Capital \$ 750,000	1918	8,084,933	5,734,658	2,350,275	5,020,859	4,446,339	4,799,320	4,567,199	2,380,330	1,696,479	62.5	38.1	394,058	144,416	36.6		
Net Surplus 2,225,526	1917	8,534,397	5,425,488	3,108,909	4,766,990	3,923,242	4,308,614	4,544,515	2,126,923	1,606,418	54.2	40.9	387,312	149,610	40.7		
	1916	8,251,407	5,048,747	3,202,660	4,617,187	3,562,792	3,910,791	3,803,896	2,031,705	1,412,892	57.0	39.6	339,281	156,710	54.7		
People's National Fire . . . 1908.	1920	2,215,765	934,607	1,281,158	804,791	1,030,976	1,146,118	1,009,063	479,655	453,817	46.6	44.3	54,428	16,104	30.0		
Capital \$1,000,000	1919	2,172,590	888,562	1,281,028	737,937	1,015,462	1,109,492	834,157	406,343	415,308	40.0	42.6	39,441	8,039	20.4		
Net Surplus 284,028	1918	2,061,022	829,551	1,231,471	529,242	525,178	556,607	528,467	304,739	223,758	58.0	41.0	28,879	4,060	14.0		
	1917	1,948,593	734,705	1,213,888	486,213	392,821	673,775	734,467	383,136	227,076	97.5	57.8	14,148	250			
Philadelphia Underwriters Dept.,	1919	44,282,994	26,761,722	17,521,272	19,961,025	28,386,991	30,107,459	25,651,010	14,072,877	10,538,133	49.6	37.1	301,926	109,825	36.4		
Philadelphia, 1891.	1918	40,683,874	23,919,479	16,774,395	17,511,691	26,088,208	28,615,138	21,430,439	12,211,594	8,211,007	46.8	31.5	275,845	81,797	29.5		
Capital \$3,000,000	1917	33,817,511	19,705,129	14,112,382	15,555,215	19,633,099	21,110,424	17,464,428	9,534,748	5,757,765	48.5	29.3	194,926	49,098	25.1		
Net Surplus 12,521,272	1916	30,210,577	16,948,529	13,262,048	13,858,535	15,923,428	17,111,412	14,856,422	8,245,175	5,820,947	54.0	36.6	146,847	54,364	37.0		
	1915	27,719,891	15,841,705	11,878,186	13,398,315	14,005,356	15,184,910	14,399,565	8,147,483	5,357,847	58.1	38.0	141,218	77,415	54.0		

20

Incurred

20

	Assets	Liabilities	Surplus	Unearned	Premiums	Income	Outgo	Losses	Expenses	L %	Ex %	PacPremiums	PacLosses	L %
Automobile,														
1920	4,025,207	6,966,656	4,035,560	4,285,798	8,753,993	9,107,637	7,277,619	3,734,767	3,338,874	42.7	38.1	244,102	101,506	41.6
1919	9,216,201	3,882,834	3,883,867	3,263,902	7,834,171	8,146,901	6,164,195	3,323,634	2,640,561	42.4	33.7	196,299	61,043	31.1
1918	7,296,538	3,086,345	4,180,193	1,914,658	5,185,196	6,289,098	3,034,124	1,526,779	1,407,345	29.4	27.1	27,066	17,937	14.1
1917	2,748,832	1,039,978	1,708,854	776,907	1,473,409	1,546,764	1,166,283	534,425	561,858	36.2	38.1	18,753	11,460	29.5
Bankers & Shippers N.Y., 19														
1920	3,507,586	1,125,744	2,381,841	560,321	1,156,887	1,236,520	390,753	93,180	297,573	8.0	25.7	69,729	5,131	7.3
Capital	\$1,000,000													
Net Surplus	\$1,381,141													
Boston, 1873														
1920	12,574,603	7,447,927	5,126,676	4,902,696	7,444,525	7,978,891	6,827,880	3,385,535	2,740,868	45.5	36.8	266,715	93,452	35.0
1919	11,047,647	6,823,309	4,224,138	4,667,860	7,565,251	7,980,778	6,450,645	3,552,760	2,622,512	47.0	33.3	212,567	68,006	32.0
1918	9,600,895	5,481,425	4,119,470	3,585,812	7,109,706	7,460,997	5,643,412	3,432,963	1,980,449	48.2	27.8	166,571	47,578	28.7
1917	8,184,577	4,498,050	3,686,527	2,909,956	5,169,192	5,473,768	4,267,254	2,392,047	1,635,207	46.2	31.6	111,832	32,703	29.0
Camden Fire Ins. Atsn.,														
1920	6,075,176	3,975,176	2,100,000	3,132,298	4,032,761	4,289,482	3,550,897	1,704,955	1,507,392	42.3	39.6	166,748	55,165	33.1
1919	5,352,623	3,372,233	1,980,390	2,745,590	3,601,558	3,804,450	3,086,857	1,615,426	1,367,286	44.9	38.0	26,096	36,417	28.8
1918	4,481,349	2,641,148	1,840,201	2,197,329	2,843,274	3,030,527	2,364,413	1,275,307	999,126	44.7	35.1	94,651	23,118	34.9
1917	3,865,720	2,173,377	1,692,343	1,860,301	2,084,002	2,249,000	2,026,793	1,160,974	774,720	55.7	37.2	65,657	30,496	46.4
1916	3,393,388	1,885,474	1,507,913	1,666,887	1,755,731	1,914,136	1,796,693	978,191	719,981	55.7	41.1	57,203	28,340	49.0
Central National,														
1920	1,091,495	285,561	805,934	256,663	282,938	329,371	226,101	66,081	159,598	23.4	56.4	20,450	974	5.0
1919	981,748	154,519	827,229	140,592	187,262	224,718	124,719	19,665	104,854	10.5	56.4	23,210	6,767	29.0
Net Surplus	305,934													
Citizens,														
1920	1,061,616	529,569	532,047	236,332	348,355	379,846	489,530	202,477	126,541	58.1	39.2	85,285	27,393	32.1
1919	1,186,667	699,870	486,797	232,337	400,847	434,330	338,878	161,092	142,267	40.2	35.5	112,522	37,281	33.1
1918	1,096,824	616,962	479,872	160,625	247,751	268,808	227,828	115,385	85,123	46.5	34.6	65,888	14,478	22.0
1917	715,445	211,351	504,094	123,451	145,755	168,097	162,856	94,310	51,646	64.7	35.4	64,771	21,696	32.5
City of New York,														
1920	2,376,270	1,323,674	1,052,596	1,048,651	1,363,567	1,447,334	1,112,083	494,760	558,822	44.4	48.3	72,763	37,377	51.4
1919	2,050,147	1,040,595	1,009,552	877,221	1,108,024	1,174,677	973,565	440,830	460,000	39.8	41.6	63,586	30,225	47.5
1918	1,791,590	881,832	909,688	755,825	838,543	935,565	738,920	404,427	334,498	48.2	39.8	56,301	20,932	37.1
1917	1,641,966	757,949	884,017	664,553	718,565	782,728	671,235	364,299	306,936	50.7	42.7	85,139	24,891	29.2
Cleveland Nat'l F.,														
1920	1,897,041	580,968	1,246,073	476,421	683,754	771,760	595,160	292,125	301,784	42.7	44.1	30,665	14,972	40.0
1919	1,662,212	452,400	1,209,812	384,651	535,162	615,147	455,531	219,246	236,285	41.0	44.0	23,210	6,767	29.1
1918	1,504,284	281,408	1,222,876	246,496	311,175	383,997	313,009	149,288	163,721	48.0	52.6	10,991	1,648	14.9
Colonial Fire Underwriters,														
1920	24,723,963	16,666,385	8,057,578	13,410,443	15,147,347	15,995,430	12,038,611	5,663,904	5,974,707	37.4	39.4	334,700	128,715	38.4
1919	11,263,293	14,588,051	6,675,242	12,038,412	13,114,349	13,776,674	11,716,674	6,258,518	5,058,156	47.7	38.6	317,812	83,359	26.2
1918	19,229,533	13,110,090	6,119,443	12,038,412	11,399,603	12,066,898	10,068,860	5,368,696	4,300,154	47.1	37.7	258,407	78,085	30.2
1917	72,572,309	11,637,565	5,934,744	9,827,943	9,535,623	10,190,454	9,041,112	4,799,650	3,907,061	50.3	40.3	229,600	80,917	35.2

* Business reinsured.

7

Sample Page Coast Review Fire Chart for 1920

L I F E

The Reed & McConaughy agency at Los Angeles for the Bankers Life of Des Moines is issuing a new weekly bulletin. The slogan of this publication is, "Never mind the month of year—Watch the week." The most unusual and the most interesting feature of this bulletin is the fact that every member of the agency has a fixed quota which appears over against his production for each week. In this way each man gets a picture at the end of each week as to how he stands with respect to his quota. The weekly quotas are based on past performances.

A million pamphlets on health are distributed every month by Metropolitan Life agents. Hence 18 percent reduction in general mortality in past eight years.

Alabama and California alike ginned about 1550 bales of cotton this year so far. Against Texas 344,000.

Elevator machinery installed by lessee not "alterations" or "improvements."—111 A. 121.

Employment of boy during vacation held not "casual."—111 A. 65.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over	.	.	.	.	.	.	\$16,500,000.00
Losses Paid, Over	.	.	.	.	.	.	\$100,000,000.00

Pacific Department :

J. L. FULLER, Manager
FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street
 SAN FRANCISCO

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation ^{OF} NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency ^{OF} NEW YORK

Admitted Assets, - \$3,105,714 Surplus to Policyholders, - \$1,477,911

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

PACIFIC DEPARTMENT
SPRINGFIELD

F. & M. Ins. Co.
of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

150 Sansome Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR	GEO. C. CODDING	J. E. CRANDALL	C. H. ANDERSON
FRANK H. YOUNG	RALPH G. STICH	W. L. HARNAN	

LIFE

L. A. Cerf, New York, is recovering from his injuries.

“Limitation of new life business for 1920 by the New York insurance department.” That is a joke.

Life insurance is showing signs of slacking here as well as in Great Britain.

Honored

The Aetna, at its home office in Hartford, has put in three bronze tablets. These tablets contain the names of its Eastern, Western and Pacific Coast men who served in the World War.

“Hi there, sir,” shouted a Florida landlord to a departing guest who was rushing for the train, “you’ve drooped your pocketbook.” “All right,” replied the guest, without looking back, “I’ve no further use for it.”—New York Globe.

Move-ing Story of a Japanese School Teacher

In a film being shown all over Japan a school teacher is represented as unable to get a boy, who was seen to pick up a fountain pen another boy had dropped, to confess to his wrong doing and return the pen to its rightful owner. By reason of his inability to so touch the thief’s heart, so as to make his conscience compel him to return the pen, he concluded to commit suicide, and upon going to the river for this purpose he saw the boys in swimming, and the bad boy beyond his depth and apparently drowning. He rescued the boy, but in so doing lost his own life.

That school teacher is the greatest hero in Japan today. This is said to be a true tale. Although he could not succeed in bending the boy’s mind to the right, he lost his life trying.

Sleepy Eye, Minn., complains of many burglaries. Perhaps the town’s name attracts the burglars.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655 00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Employers' to Have Fire Company

As previously announced in these columns, the strong and conservative Employers' Liability Assurance Corporation of London, the pioneer liability company, will organize and operate in this country, with its United States Branch, a new fire company, with \$1,500,000 capital and surplus. At home and in Canada the Employers' Liability has long done a fire business, as permitted under British laws. Property-owners can implicitly rely on the new fire company.

The Tanker Ins. Co. is London's latest output.

Izzy—They have been married about five years.

Dizzy—Did she make him a good wife?

Izzy—No, but she made him a good husband.—Williams Purple Cow.

Will.—Letter directing attorney to destroy will held not a revocation.—128 N. E. 194.

ARE YOU PLEASED?

IF NOT, SEE

US

**POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA**

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

*Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage*

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Some Names

Ogain, Loveless, Bannerman, Catts,
Stix, Bobbitt, Rabbitt, Silverthorne.

bank examiner is estopped to allege
want of consideration.—191 Pac. Rep.
394.

Bank.—One signing note to deceive

Injuries in battle are not accidental.
223 S. W. 389.

Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

WM. W. ALVERSON, Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

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SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

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TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . . 920,574 63
Cash, Bonds and
Secured Loans, 1,349,594 02
Other Assets, 1771,29 00
Total Assets, 1,526,723 02

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco
ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER



Alpha General of Calcutta now doing a reinsurance business in New York.

***Life Policy Buyers
Are Invited***

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

of Three Surely Solvent and Liberal Life Insurance Companies, and of Three Fitting Forms of Policies or Contracts

FREE

State Age (about) of Self and of Dependents for whom Protection is wanted

WE MAY BE ABLE TO SERVE YOU WELL AND WITHOUT COST. IF YOU ARE INSURED DO YOU KNOW FOR HOW MUCH ?

FIRE**EXPLOSION****AUTOMOBILE**

FIRE ASSOCIATION OF PHILADELPHIA VICTORY INSURANCE COMPANY PHILADELPHIA UNDERWRITERS

Pacific Coast Department: 204 - 214 Pine Street, - San Francisco

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SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.

N. IRVING WINTERBURN,

Supt. City Department

CLEVE J. THOMSON,

Supt. Automobile Dept.

FREE SERVICE

The Coast Review's Legal Department will freely aid

Agents and Policyholders.

We are not assuming to take the place of Lawyers, but will help to assure the need of

Expert Legal Advice.

If claim be certainly valid our Legal Department will say YES! if invalid, NO!

Logic

Near Shanghai an English sailor on his way to the foreigners burial ground to lay a wreath on the grave a comrade met a native with a pot of rice.

"Hello, John!" he hailed, "where are you going with that?"

"I takee put on glave—glave of my lien," said the Chinaman.

"Ho, ho," laughed the sailor, "and when do you expect your friend to come up and eat it?"

"All time samee your lien come up and smelle your flowers," replied the Chinaman.—London Opinion.

Legal

"Public policy" is that principle of law which holds that no citizen can lawfully do that which has tendency to be injurious to the public or against public good, and is declared by the Constitution and statutes and decisions of the courts.—188 P. Rep. 377.

Not Represented

Los Angeles.—Alaska, Arizona, Nevada and New Mexico were not represented at the Insurance Commissioners' Convention.

After the Banquet.—"Thank goodness, that's over! Let's go and get something to eat."—Life. Perhaps they were after dinner speakers.

England has a guild of insurance employees called "Guild of Insurance Officials." Recently the guild resented the action of the General Accident in dismissing employees because they became members of the guild; which has about 20,000 members.

Gasoline is \$1 a gallon in England. move to its new home office building
The Phoenix Mutual Life will soon in Hartford.

AN ANCHOR TO WINDWARD

Safeguarding the Future of the Life Insurance Salesman



The Pioneer Service Income Contract of the WEST COAST LIFE is the ideal agency contract for the salesman who is ambitious to build a profitable future in the sale of life insurance. It provides:

1. Attractive first year and Renewal Commissions
2. A Monthly Income based on Efficiency
3. A Mortuary Fund for the Agent's family in the event of his death while in the Company's service
4. A Life Income after 20 years of continuous service with the Company
5. Provisions against Total and Permanent Disability

These Contracts are made directly with the Home Office. If *YOU* are interested in obtaining the maximum income from your efforts as a salesman, write for full information upon the subject to—

CHARLES W. HESLER, Vice President

WEST COAST LIFE INSURANCE COMPANY, SAN FRANCISCO, CAL.

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover,	.	.	One Dollar
Flexible Cloth Cover,	.	.	One-Fifty
Red Pegmoid Cover,	.	.	One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

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INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
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Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A.
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

We Have Passed The

HALF BILLION MARK

With Over \$530,000,000 of Insurance Now In Force

**BANKERS LIFE COMPANY
DES MOINES**

GEORGE KUHNS, President

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BALFOUR, GUTHRIE & CO.

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PACIFIC DEPARTMENT

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UNION INSURANCE SOCIETY OF CANTON, LTD.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Dark Streets

Shortage of "white coal" in California has necessitated curtailment of electric service. In San Francisco

store windows are not lighted for display, and advertising signs are not illuminated, except on Saturday nights. Streets are therefore dark down town. Path of Gold has only top lights.

Overheard

"I had a specialty for sale and I advertised in the daily with the largest circulation. I got no answers. Then

I picked out a specialty paper read by people who would be interested in my offer, and received many answers although the circulation was not large."

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI - ANNUAL STATEMENT, JUNE 30, 1920

Assets	\$22,122,676 73
Liabilities	18,569,766 53
Capital	2,000,000 00
Surplus over all liabilities	1,552,910 20
Losses Paid to June 30, 1920	75,086,450 62

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation, Automobile Liability, and all other Liability Lines
---	---	--

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets. . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---C. W. Rohrer, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid; \$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

A GREAT BOOK

For Intelligent Business Men,

Insurance Adjusters,

Special Agents and Local Agents

WILLIAM SEXTON'S FIRE INSURANCE

EVERYTHING ABOUT IT

LEARNED IN FIFTY

YEARS' EXPERIENCE

Price \$1.50, \$1.75 and \$2.00

According to Binding

Flexible Cloth, Pegmoid or Morocco

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THE COAST REVIEW
417 Montgomery Street

San Francisco

THE

Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance. Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS.

Supl. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Scottish Union and National

Insurance Company

Of Great Britain.

Organized 1824,

Fire — Lightning — Tornado

Automobile — Sprinkler Leakage

North American Branch:

Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,

Oregon, Washington, British Columbia,

JOHN L. REAMS, State Agent,

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Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,

605 Mohawk Bldg., - Spokane, Wash.,
for Montana, East'n Washington and Idaho

H. W. FORES, San Francisco, Cal.,

General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

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Special or Local Agents or
Clerks or News Men

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Soliciting Subscriptions**

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and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

***This is Cash Work and
a Bonus***

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

Millers National, Defendant

The Caney Mill & Elevator Co., of Caney, Kan., insured in the Millers National Ins. Co. its four-story steam power flouring mill and machinery therein in the sum of \$8,000, on Dec. 12, 1911, and the insured property was destroyed by fire on May 16, 1912. Assignment. Appeal and error, in

Mo. S. C. 223, S. W. 643. Demurrer to the evidence sustained. Judgment for defendant affirmed. Case in court over eight years.

Congressman Padgett in a recent speech, as printed in the Record, referred to something as "immutable and unchangeable."

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

EDWARD BROWN & SONS

GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

E. L. BARRY, Manager
320 California Street, San Francisco
[Babcock Building]

Stranger News

The U. S. Navy again seized the Shell Oil plant at Martinez, Cal., and drew all the oil out of the distributing pipes. The demand for the oil at the navy department's lower price per barrel had been again refused.

A mule, according to a press dispatch, kicked a beehive. The bee republic's army sallied out and stung the mule to death.

A wagon loaded with bombs, a ramshackle wagon drawn by an ancient horse, was allowed to stand two hours in one place in the financial center of New York city, on a narrow street. Nobody was in charge of the strange craft and the passing policeman suspected nothing.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE, Supt. Agencies**

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant venue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

Save the Redwoods

When Theodore Roosevelt came to California in 1903 and saw for the first time the grove of Redwoods near Santa Cruz, he was enchanted with their majesty and their beauty. "I appeal to you," he remarked in an address before a great audience at Palo Alto, "I appeal to you to protect these mighty trees, these wonderful monuments of beauty. There is nothing more practical in the end than the preservation of beauty, than the preservation of everything and anything that appeals to the higher emotions in mankind.

"Save the Redwoods League" has been organized, for the purchase and preservation of the large redwood groves still standing along the coast of California. You are invited to join and help.

The Goodyear Tire & Rubber Co. is contemplating investing \$20,000,000 in rubber plantations in Mindanao, Philippines. The public land laws of the Philippine Islands limit the holding of public lands by corporations to 1,024 hectares. As the company will require a great deal more land than this, it would be necessary for the Philippine legislature to pass a special concession.

Allemanina, a non-board company, has paid a stock dividend of \$300,000, increasing capital to \$500,000.

The sisal fire loss at Galveston in May is being adjusted at about \$900,000, 17,000 bales having been salvaged.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

709 - 717 Sixth Ave., Corner 41st Street
NEW YORK

LIFE

The Demand for a Reduction in the Premium Rates of Government Life Insurance

To add to those troubles of the Bureau of War Risk Insurance which arise from its own internal weaknesses and imperfections, it has recently been subjected to the harassment of a wholly unreasonable demand on the part of some representatives of its peculiar clientele—i. e., the ex-members of the country's military and naval services that it reduce forthwith the premium rates established by it for the permanent Government life (and disability) insurance into which the term insurance of the war period proper is convertible. The ostensible basis of this demand is the somewhat enthusiastic public statement made not long since by the Director of the Bureau, Col. R. G. Cholmeley-Jones, with regard to the remarkably favorable first year mortality experience under such contracts of Government (converted) life insurance as were in force. As reported, this mortality was less than 40 percent of that "expected" according to the American Table of Mortality, and in announcing it Col. Cholmeley-Jones himself certainly conveyed the impression that it should be regarded as indicative of a particularly vigorous body of insured, the cost of whose insurance might be expected to run well below the average cost of life insurance for the general public, as provided by the private life companies.

This experience was, in real truth, practically meaningless from the standpoint of conclusions of value with respect to the ultimate cost of the in-

surance; it signified neither that the body of the insured were an exceptionally vigorous group of individuals, "hard to kill off," nor that they were "entitled to lower insurance rates for that reason." The experience, indeed, can be matched by that of any number of private life insurance companies in the earlier period of their development, or even by the older companies with their first year entrants of the younger ages as a class, though these companies never find the terminal cost of the insurance unusually low on this account. Moreover, the Government life (converted) insurance was intentionally made "participating" in character, to the end that whatever mortality or other savings are realized over a period long enough to be significant may be returned to the insured in the form of policy dividends, thus bringing the final cost of the insurance to the insured down to its "true cost" to the Bureau of War Risk Insurance.—A. Richmond Marsh in *The Economic World*.

Capital Reduction

Capital of Maryland Assurance is to be reduced to \$500,000.

National Fidelity Life of Sioux City, Ia., paid \$60,000 for 50x100 lot and will build a new home office building at a cost of \$250,000.

Manhattan Life has 55 agents in its \$100,000 Club.

The "All In" policy is on its way in this country.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS UNDERWRITERS

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

**EDWARD E. POTTER & SONS,
 General Agents**

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW

INSURANCE and
INVESTMENTS

SEPTEMBER

A Useful Publication

In its 49th year

FIRE

Insurance in Great Britain — Replacement Values Now Double

Even in these unhappy times, when the consumer regards himself as the prey of the owners of capital, we are all getting our insurance at the fair economic price. If we are paying more it is not because the rates percent are higher, but because the advance in values has compelled us to insure for larger sums.

That consideration brings us to a painful aspect of this great subject.

If we wish to distribute our losses, if we wish them to be taken off our own poor shoulders and spread over those of the whole community, we must have regard not to what we may have paid for our property but to its replacement value at the present day. For very many years, until about three years ago, when the huge demand for houses began and the commonest furniture exchanged hands at hideously immoral prices, the insurance of house property in Great Britain at 1s. 6d. percent and of domestic furniture at 2s. percent was regarded as the cream of the fire insurance business. Insurance offices fought one another for it, and one used to hear stories of the acceptance of indifferent commercial risks if a fine fat house and its contents were flung in as a sort of make-weight. Houses and furniture were then insured at what they cost, losses were settled promptly, and every one

was happy.

But it is of no use now to insure houses and contents at what they cost. Their replacement values are fully double those humble pre-war values. Many owners are realizing the effects of this change and comprehending that they cannot secure full distribution of loss unless they increase the values in their policies up to the replacement values. Our commercial readers probably do not need this warning to be addressed to them. They know from daily experience what replacement values are, and their insurance policies being "subject to average" they are anxious to avoid loss through underinsurance. But it is possible that private owners of houses and occupiers have not yet grasped that they must examine their policies, many of them of long standing, take thought, and double the amounts written within them. It is only by thus taking thought and action that their losses, when they occur, can be distributed upon that principle which is the essence of importance. It is obvious that, with the heartiest desire to be tender to the insured, the offices cannot pay the replacement value upon goods destroyed unless they have received the premiums calculated upon those values to enable them to meet their claims. — Manchester Guardian Commercial.

American fire losses this year have increased very notably.

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND TENTH YEAR

SUN INSURANCE OFFICE OF LONDON

FOUNDED IN 1710

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE INSURANCE COMPANY

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President E. J. BOOTH, Vice President
H. E. EVERETT, Secretary

CASH ASSETS \$2,159,729 89
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,934,000 00

PATRIOTIC ASSURANCE CO. Ltd OF DUBLIN, IRELAND

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,494,474 12
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department—Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Hawaii and Alaska

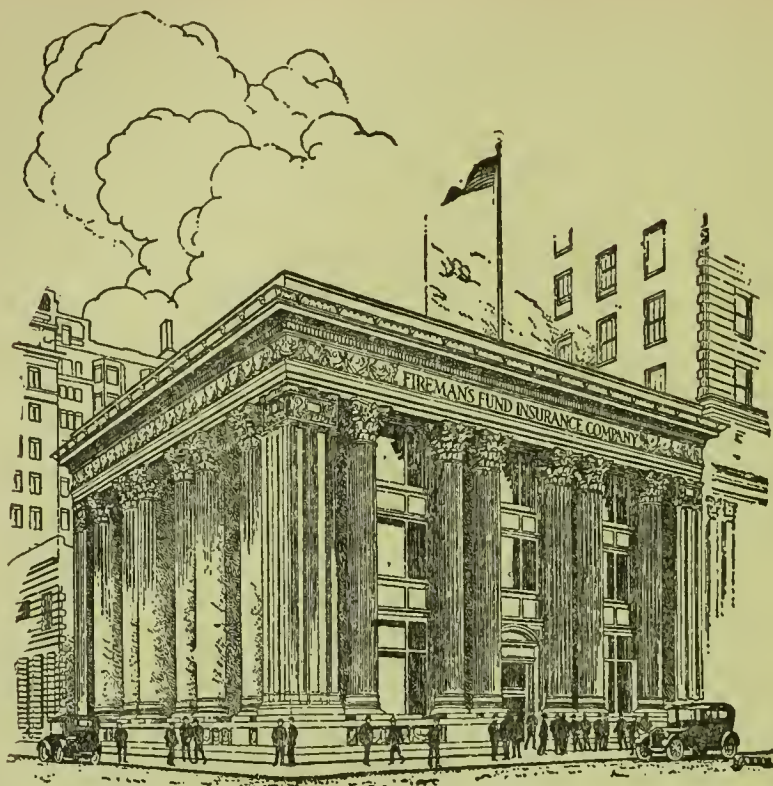
CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$37,090,094.01



A broker or an agent need do no explaining when he hands his client a Fireman's Fund policy. There is no company on the Coast that is more widely known --- none with a better record.

FIREMAN'S FUND
INSURANCE COMPANY

Volume 96
Number 10

OCTOBER

1920

MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory

IN ITS FORTY-NINTH YEAR

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Insurance Publishing Co., Publishers

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Sad Death of Manager W. W. Alverson

Fire Losses Fall Off

Taint of Communism in Mutual Insurance

Marine Insurance in Great Britain

Accidents Are Increasing

Holdups, Burglaries and Bank Robberies Are Increasing

California Fire Mutuals

Daily Print Proclaims National Insurance

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Circulating Extensively in all the
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Australasia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65

Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

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HARRISON HOUSEWORTH

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FIRE

MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



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ASSISTANT GENERAL AGENTS
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CHAS. A. HULME, MARINE BRANCH MANAGER

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TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



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UNITED PROTECTIVE SOCIETY

(NOT AN INSURANCE SOCIETY)

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**A POLICYHOLDERS', DEPOSITORS' and INVEST-
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Counsel Employed

**INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
INEXPENSIVELY**

Insurance and Other Corporation Reports Analyzed, and Condition, Age
Litigation, Record, and General Reputation Classified by Numbers

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MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

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Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars

417 Montgomery Street,

San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, . . . \$1,000,000 00

Net Surplus, . . . 807,000 00

Total Assets, . . . 3,184,000 00

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

**HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.**

Special Agents and Adjusters

H. C. R. BUSWELL, Superintendent of Agencies

A. N. LINDSAY, Seattle, Washington; H. DUKINFIELD, Los Angeles, California;

R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;

MILTON HALEY, B. A. SIFFORD, San Francisco

**Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."**

**Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
Explosion, Plate Glass, Fidelity and Surety Bond**

INSURANCE

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Incorporated 1861

ORIENT INSURANCE CO., of Hartford, Conn. Incorporated 1867

LAW UNION & ROCK INSURANCE CO., Ltd. Of LONDON—Founded 1806

LONDON & LANCASHIRE INDEMNITY CO., of America

Organized Under the Laws of the State of New York—Incorporated January, 1915

PACIFIC DEPARTMENT—332 Pine St., San Francisco, Cal.

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GEO. ORMOND SMITH, Agency Supt., San Francisco

J. P. YATES, Agency Supt., Los Angeles

**SPECIAL AGENTS—W. W. Gilmore, Geo. T. Richmond, San Francisco; Frederick W. Andrews, Los Angeles;
David H. Parry, Seattle; Toll Thompson, Portland; N. Gardner, Denver; C. A. Coffey, Spokane**

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R. F. BENNETT, Superintendent

Special Agents—Howard J. Tobin, Lyman Lacy

SURETY and PLATE GLASS DEPARTMENT

CHARLES A. PREVOST, Superintendent

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

Department Committee on Insurance

Washington, D. C.—Announcement has just been made by Joseph H. De-frees, president of the Chamber of Commerce of the U. S., of the appointment of a Department Committee on Insurance to direct the affairs of the recently organized Insurance Department of the National Chamber. The personnel of the insurance committee includes some of the leading insurance

men in the United States—fourteen. Among them is President Bissell of the Hartford.

Botulism

In botulism poison it requires about 72 hours to develop, attacking the brain and the intestines. A newly discovered serum was tried on two of the Oakland victims, who will recover. So says Dr. J. C. Geiger of the U. S. public health service.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Heroism Not Covered by Insurance

The heroic act of a flagman, which cost him his life while attempting to rescue a child on the tracks of another road, running parallel with the one on which he was employed, was held not to arise out of his employment within the meaning of the Workmen's Compensation Act. 183 N. Y. Supplement, 414. The accident occurred when two school children were attempting to cross the railroad tracks. They were brothers, who, not heeding the warnings given, attempted to cross before an approaching train. The younger boy stumbled and fell on the track, and the elder lad, who had already crossed, went back to rescue his little brother, and did so, but lost his own life in the attempt. The flagman,

who had observed the dangerous position of the boys, rushed to their assistance, and was himself killed by the train. Judge Cochrane, in concluding the opinion, said: "The act of Prig-lise was heroic, and elicits the highest commendation; but we must not permit our admiration for his heroism to blind us to the injustice of requiring his employer to pay for his heroism, no matter how meritorious, unless it was displayed in an act which properly can be said to have arisen out of, and in the course of, his employment."

Man With High Blood Pressure

In the case of Stephens v. State, 86 Southern Reporter, 111, which was an appeal from a conviction of manslaughter in the first degree, the Alabama Court of Appeals held that there was no error in the court's action in permitting the state to examine as a witness one who was suffering from high blood pressure. Judge Samford, who wrote the opinion, stated that it was for the court to determine the competency vel non of the witness, and the fact that he was dizzy would not render him incompetent.

Some S. F. Retail Prices

Best eggs, 90c doz., fryers 58c lb., dressed rabbits 40 cts, grapes 15 cts lb. (\$300 a ton rate), ham or bacon and eggs 50 cts (tablespoon of meat thin as a Gillette blade), good coffee 50 cts lb, baked apple and cream 20 cts, a pound loaf of bread 15 cts, coffee and snail 20 cts, sirloin steak at restaurant including bread and butter 85 cts.

Our Directory of Pacific Coast Fieldmen

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OCTOBER, 1920

The Coast Review

INSURANCE

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In the 50th Year

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Volume 97

San Francisco, California, U. S. A.

Number ten

Entered at San Francisco Postoffice as second-class mail matter

George O. Smith Appointed Pacific Coast Manager, to Succeed the Late Sam B. Stoy—Four Companies in the Department

George Ormond Smith, formerly assistant manager, and latterly acting manager, of the Pacific department of the London & Lancashire and allied companies, has received, as was expected, the appointment of manager, succeeding the late manager, Sam B. Stoy.

Manager Smith is well and favorably known in San Francisco, where he was born and received his education. He began insurance work in the office of Robert Dickson, who then represented the Big Four, in 1885. He joined the North America's staff in 1908. Five years later he went with the London & Lancashire as assistant manager of the department.

The companies comprising this old Coast department are the London & Lancashire, the Orient, the Law Union & Rock, and the London & Lancashire Indemnity, with a Coast premium income of about \$1,400,000 a year.

Santa Clara county, Cal., the great prune district has 100,588 population.

President's Proclamation

Last month President Woodrow Wilson issued a proclamation declaring October 9th. National Fire Protection Day. A more general observance of the day may be brought about by such proclamations at Washington, D. C.

900 Houses Razed

The government military Camp Kearny near San Diego, is to be abandoned. It was constructed as a training camp at the beginning of the war. About 900 houses and other buildings will be torn down.

Agent and Company

Writing about the address at White Sulphur Springs, President Joyce of the National Surety commends them. Branch offices follow failure of agents to thoroughly cultivate their field, he says; but his company is wedded to the agency system. The man who produces is entitled to the reward, but the company is entitled to the agent's best services as a cultivator of his territory.

Operating expenses include federal income tax.—183 N. Y. Supp. 900.

MISCELLANEOUS INSURANCES IN COURT

Pleading—Answer in action on insurance policy supplied issue as to value of automobile destroyed.

In an action under an insurance policy for total loss of an automobile in a collision, if the petition did not allege the value of the automobile, such issue was raised by an answer which averred that between the time the policy was issued and the date it was damaged it had greatly depreciated in value and was only of the reasonable actual value of \$400, and defendant cannot be heard to complain that the petition did not properly plead such issue.

Evidence—Persons engaged in automobile salvage and repair business may testify whether automobile could be repaired.

In an action against an insurance company to recover for total loss of an automobile in a collision, one who was engaged in the automobile salvage business for a number of years and examined the automobile in question, and another who had been engaged in the automobile repair business for seven years, were qualified to testify as experts on the question of whether or not the automobile in question could be repaired so as to operate properly as an automobile.

A witness who had owned three machines in five years, and had one machine wrecked, and had often ridden in plaintiff's auto, did not thereby show qualification as an expert to

testify as to deterioration between certain dates.—*Wolff v. Hartford Fire Ins. Co.*, 223 S. W. 910.

Judgment against insured admissible in action against insurer under employers' liability policy.

In action on an employers' liability policy to recover from the insurer, a judgment roll in the action instituted by the employee against the employer is admissible in evidence, wherever by such judgment a fact material to the issues in the suit of the employer against the insurer has therein been determined, provided the insurer had notice of the litigation and an opportunity to conduct the proceeding as provided in the policy of indemnity; refusal by casualty company to defend making no difference.

Judgment against employer inadmissible in action by insured against insurer.

A judgment in an action based on Rev. St. 1909, against an employer by an employee, was inadmissible in an action by the employer against a casualty company for indemnity, where there were four issues involved in the first case, and the court made a general finding in favor of the plaintiff "on the issue joined," since it would be mere conjecture as to what issue or issues were determined.

Judgment against defendant insurer affirmed; court find no error prejudicial to appellant's rights.—*American Paper Products Co. v. Aetna*

Fidelity insurer held not to waive provision of bank employe's bond by calling for proofs of loss.

Fidelity insurer did not impliedly waive provision of bank employe's bond, requiring disclosure of loss during continuation of suretyship or within specified period after termination thereof, and notice to surety within specified period after discovery, by calling for proofs of loss and furnishing blanks therefor on discovery of loss subsequent to expiration of specified period following termination of suretyship, where such acts of the insurer did not cause bank expenses or inconvenience.—*Bankers Trust Co. v. American Surety*, 191 Pac. Rep. 845, Washington.

Death from blood poisoning caused by infection from pulled tooth not "accidental."

Death through injury to gum caused by pulling of a tooth which made port of entry for bacteria into the circulatory system and directly resulting against "bodily injury through accidental means exclusive of all other causes" and the beneficiary's complaint, alleging such facts, was demurrable.—*Ramsey v. Fidelity & Casualty Co.*, 223 S. W. 843. Tenn.

Letters written by insurer held part of insurance contract.

An agreement contained in a letter written by an insurance company as to what a policy against theft, robbery,

or pilferage should cover, which was relied on by insured, held to become a part of each and every contract of insurance entered into between the parties after its date, unless expressly excluded.

Word "Steal," in agreement as to theft policy, included conversion by conditional vendee.

An insurance company's agreement that its policy should cover theft of automobile by vendee in possession under conditional sale held to include embezzlement or unlawful conversion by such vendee; "stealing" being a larger term than robbery, and including unlawful appropriation of things which are not technically a subject of larceny.

In action on theft policy, allegation as to embezzlement sufficient.

An allegation in an action on a theft policy that conditional vendee of an insured automobile removed the same from the state, and ever since has and does now conceal the same, with intent to injure and defraud the plaintiff, was an allegation of sufficient facts to constitute embezzlement, under Pen. Code Sec 504a.

Insurer Not Liable, Where Burglar-proof Steel Chest or Safe Was Not Opened.

Where a burglar policy, insuring generally against abstraction from safes, contained a special agreement excepting loss of money, etc., from combination fire and burglar proof

safe containing an inner steel burglar proof chest, unless the same has been abstracted from the chest after entry has been effected by tools or explosives directly applied thereon, no recovery can be had for theft from a combination safe, where only the outer safe was opened by explosives and tools, and the burglar-proof chest was not opened.—*Feinstein v. Massachusetts Bonding and Ins. Co.*, —183 N. Y. S. 785, *New York*.

FIRE INSURANCE IN COURT

Insured's statutory right to cancel fire insurance becomes part of contract.

The statutory right of insured to a cancellation of his fire insurance is by construction a part of the insurance contract, and may be exercised by his request for cancellation and surrender of the policy for that purpose.

Claim by insurer held no consideration for settlement.

After the exact amount of a loss by fire has been definitely determined by the insured and an insurer that carries the entire risk, a partial payment, a receipt by insured in full satisfaction of the loss, and a claim asserted by the insurer, without any foundation in fact, law, or equity that other insurance covering a proportion of the loss was in force when the fire occurred, do not constitute a consideration for a compromise and settlement, or for an accord and satisfaction, or require insured to refund or tender back the partial payment as a condition of recovering the balance of the loss.

(Defendant urged that insurance in another company had not been terminated, steps essential to cancellation not having been taken, nor had the minds of the parties to the contract met on that proposition. Fire occurred before the unearned premium was refunded. State courts generally have ruled that, under all former policy forms, cancellation is not complete until the unearned premium is paid to or tendered to the insured.—Ed. C. R.)

Johnson v. St. Paul F. & M. Ins. Co., 178 N. W. 926, *Nebraska*, S. C.

Where policy delivered and premium accepted not necessary that insured should have requested policy.

An insurance company may make a binding contract of insurance by delivering the policy and accepting the premium thereon, even though the insured never requested that the policy be issued.

Undisclosed limitation of agent's authority held no defense, where company did not cancel policy.

Undisclosed limitation of agent's authority to issue the policy sued on condition of cancellation of perviously issued policy, which condition was not performed, held no defense, the company having taken no steps to cancel either policy during the 23 days between issuing the second policy and the loss.—*Haddox & Co. v. Ohio Valley F. & M.* 223 S. W. 1009 *Ky. C. of A.*

"The Argonaut" seems a pretty good name for a marine insurer.

LIFE INSURANCE IN COURT**Life policy forfeited for failure to pay irrespective of disability.**

When a life insurance policy provides for a forfeiture in the insurance in case of a failure to pay premium, the policy in case of failure to pay is forfeited, and sickness or insanity will not avoid the forfeiture.—*New York Life v. Alexander*, 85 S. 93, Mississippi Supreme Court.

Exemption in military service applicable to death from pneumonia.

Exemption in life policy from liability for death of insured while engaged in military service is applicable, though death was from pneumonia.

Inquiry as to whether war ended by Armistice precluded by stipulation.

Inquiry as to whether, within a life policy exempting from liability for death of insured while engaged in military service in time of war, war was ended by the Armistice, is precluded by stipulation that insured remained engaged in military service in time of war till his death.—*Slaughter v. Protective League Life Ins. Co.*, 223 S. W. 819, Mo.

—The Pacific Mutual Life is writing about 50 per cent increase in its home field.

—Herbert Folger, assistant general agent of the G. H. Tyson office, has so far recovered from his illness as to be able to spend some time at his desk at 210 Sansome street.

GENERAL**Hotel Fire and Five Deaths**

Hotel at Robinette, Ore., burned so fast that of the ten occupants five were burned to death, two were injured, and only three escaped unhurt.

Portland's New Fire Ordinance

The burning of the Elton Court apartments, with its loss of lives, roused the people and the authorities of Portland, Ore., and the result is an ordinance requiring changes in the construction of hotels, apartment and rooming houses. Alterations must be made at once.

Stairways, elevator shafts, light wells and dumb waiters, must be enclosed to prevent the rapid spread of flames, and also to permit the escape of guests for a longer time than where such enclosures do not exist. Existing partitions need not be changed. Where stairways can not be enclosed or separated, the alternative is the installation of a complete automatic sprinkler service. Buildings with all sleeping apartments connected with standard fire escapes are exempt. The penalty of failure to comply with the ordinance is \$500 fine or six months in jail.

—The late W. W. Alverson's son is employed in the Commercial Union office.

—Died.—Peter Schaen, who had been with the Fireman's Fund home office in various capacities for more than twenty years, died on October 14.

MEN, COMPANIES AND AFFAIRS

John Northcott, president of the John Northcott Company, Inc. of Manila, the West Coast Life Insurance company's general agent for the Phillippine Islands, has returned home, after spending two months in the United States, visiting San Francisco and the East. The Manila is the company's largest producer. Mr. Northcott writes for the Pioneer an appreciative note of farewell, in which he pays a tribute to his able assistant, R. P. Flood, under whose direction the affairs of the agency have been running very smoothly during the four months absence of the chief.

Manager Watt of the Royal and Queen is visiting the East, attending the annual conference of department managers.

The Rhine & Moselle of Strasbourg is now the Rhin et Moselle and is now a French *compagne generale d'assurances*, at 5 Rue du Marechal Joffre.

George O. Smith, manager of the London & Lancashire Pacific department, has been elected a member of the Oregon Conference.

Personal.—A. J. McIlwain, United States manager for the London & Lancashire, visited San Francisco this month, but has returned to New York. F. W. P. Rutter, general manager at the home office in Liverpool, also visited San Francisco, and from here went to Honolulu.

General Agent Geo. H. Tyson is attending the annual meeting of the Great American's general representatives, and is visiting the head offices of the several companies in his general agency. Mr. Tyson will return to San Francisco within a few days.

Charles M. Holman, president of the California Insurance Co. and Pacific Coast manager of the Commercial Union interests, must have had a good time in New York, where he has lately made a visit. He has many friends there who have rejoiced to see him again. On the 27th of September a number of his old friends gave him a luncheon at the well-known Down Town Club. With no formal speech making, there were many expressions of friendship and a general sentiment that they were all glad to see Charley again and hoped that similar visits would be many.

Secretary Geo. W. Brooks of the California has returned from a business trip through the Pacific Northwest.

Secretary H. P. Blanchard of the Fireman's Fund is making a business tour of the Pacific Northwest, and will visit Portland, Seattle, Spokane and other cities; and he expects, also, to spend some time in Alberta, visiting the principal cities of the province, with the company's general agent, H. H. Motley at Calgary.

An airplane bus man at Martinez, Calif., met with an accident which

smashed his passenger plane. The insurer gave him a new air-bus and he is again sailing the air with fifty passengers daily at \$10 for ten minutes ride.

Bad Law

The Oregon voters will soon pass on a proposed constitutional amendment limiting interest to 5 per cent per annum. This limit would have a very bad effect on loans, building and business.

Elected Vice-President

The Pacific Mutual Life has a new vice-president, C. I. D. Moore, secretary, having been elected

Oakland, Cal. bought six motor fire engines at a cost of \$70,000 and is looking for reduced insurance rates. Business and civic organizations are investigating rates and losses.

Did you see anybody "clean up" premises on October 9th? Did you inspect, renovate, remove any rubbish, yourself?

Nobody seems to think of burning surplus wool to better the market as the cotton men do with their staple. —Portland Oregonian.

Personal.—Former Manager Johnston of the North America, who resigned because of blindness, has partly recovered his sight, and is now able to read and crosses the bay to San Francisco, at times, without any aid. He is able to see straight ahead but has no vision to the right or left.

The Sun of London

The Sun Insurance Office is now in its 211th year. It is the oldest insurance company. The United States branch was established in 1882, and about the same time the Pacific Coast department was established, through the efforts of Marry Mann. Carl A. Henry has been for many years the Coast general agent.

San Francisco.—The Down Town Association recommends that "Yes" be voted on the referendum (14) prohibiting banks from acting as insurance agents; and "Yes" on initiative (4) requiring 25 per cent of voters on initiative for laws relating to taxation, a measure opposed by bolshevists.

The National Association of Insurance Agents is holding its 25th annual meeting in Des Moines, Ia.

Assistant Secretary White of the Fireman's Fund returned from an extended trip through the Rocky Mountain field, with which he is specially familiar.

In the movies one of the candidates for the American presidency looks like our mutual friend O. H.

"Oh," said the little grocer, "we don't say 'soused' fish any more: it's 'spiced' fish now."

Walla Walla, Wash., man lost auto in fire while working around it. He barely escaped with his life from the garage, and then recalled that he had placed in a door-pocket \$500 in paper money and \$500 in bank checks.

Melancholy Death of Manager W. W. Alverson—Found Dying on Golf Links—27 years Insurance Work on this Coast Abruptly Closed

At about 9 a. m. of October 6 the unconscious form of Manager W. W. Alverson was found lying on the seventeenth green of the Presidio Golf Club, San Francisco. Near by lay a 32 cal. revolver with one cartridge discharged. A bullet wound extended from the right ear to the left cheek. The unfortunate man was at once taken to the Presidio hospital, where he soon passed away, from pneumonia, without regaining consciousness.

Alverson had just returned from a business trip through the Northwest and seemed in good spirits, according to the assistant manager Harold Junker; but a note written by the deceased indicates that he contemplated suicide. The cause was probably temperamental.

William Alverson came West from his native place in New York when yet a boy, and in Seattle entered the employment of a bank of which he became paying teller. After some experience in insurance and realty work he came to San Francisco and engaged with the Atlas office as counterman, in 1893. He returned to the Northwest as special agent, and for a time was with the Fire Association under J. M. Beck. In 1909 he joined the Associated Underwriters, and a few years later became manager. With additional companies he built up a large premium income,

ranking seventh in volume among San Francisco agencies.

The deceased was a member of the Presidio Golf Club. He was on friendly terms with all his business associates. But he was a man of somewhat peculiar moods and reserve.

Harold Junker, assistant manager, has been appointed manager, temporarily to succeed the former manager W. W. Alverson, deceased. The office is composed of the North River, United States Fire, New Brunswick and Richmond. It seems likely that Mr. Junker's appointment will be made permanent.

Said a speaker at a fire-prevention meeting: "Tobacco soothes us. It lulls us so that when we put away our cigar we don't know where." Therefore the fire of mysterious origin. We have suspected that since the 18th, some cigars have received a wood-alcohol rub.

The International Association of Industrial Accident Boards and Commissioners, which recently met in San Francisco, received scant attention from the press. The fault probably lay with those who had the meeting in charge.

The Milwaukee Mechanics wrote \$330,557 premiums in Pacific West territory in 1919, against \$273,460 in 1918. Loss ratio 33.2 used in previous year 25.0 per cent. Write nothing in California and Nevada.

SUBMARINES

Inventors Have Been at Work for more than 100 years and Are Now Working to make a Sub-Surface Boat which can Travel 15,000 Miles and Lie Hidden Near Enemy Ships or Port

Concluded

Previous cuttings are from Cottrell's.

The sub-surface boats were a very important but not a deciding factor in the Great War. Their radius of travel was small, because of shortage of oil fuel supplies; and their presence and location were discovered by airplanes or by floating oil. But in the next war the untiring inventors may have perfected a sub-surface boat invisible to airplanes and "spurlos" to surface searchers—an under-sea boat able to "gas" its way 15,000 miles without calling at any port.

A few such boats would be able to sneak up to any ocean port or pierce any open harbor and with guns and shells do an immense amount of damage to seaports and shipping. Perhaps it is the "mission" of such new subsea warcraft to put an end to war between great nations—after a demonstration of destructive power.

Single-Tax Confiscation

"Try it on California."—Millionaire Fels.

"Try it on California."—Millionaire Ingersoll.

Crack-brains, reds, robbers and other confiscationists who pay no tax on land, and even millionaire manufacturers who would escape taxation on their factories, favor and finance

propaganda for a tax on land only.

About every two years by "initiative" of 8 per cent of the voters the single tax poison is offered California and rejected by a large majority of the voters; but somebody puts up the cost of another petition, and again the proposal is submitted, in the hope that the dishonest measure will "slip through."

Some day it may "slip" and bring disaster.

A proposed amendment to the California constitution at this election requires 25 per cent of the voters to call for a referendum on any tax measure. Only the socialists and avowed reds oppose this.

The vote in November for single tax on land—to be added to rents and to food costs—will be a census of California crack-brains and reds.

The single-tax would affect banks and mortgages, stop loans and improvements, cause many foreclosures, increase fires, throw many persons out of employment, and make many householders homeless.

The crazy idea of a single-tax originated in France many years ago, but the French people have too much common sense to propose taking the taxes off the rich and placing them on the land which feeds the population.

California Cyclone

A baby cyclone tore round Santa Clara county and lifted a few roofs, and upset a few pedestrians. Folks with imagination said it was funnel shaped. Probably the phenomenon was a whirlwind.

FIRE PREVENTION DAY

**Very Generally observed this Year—
President and Governor Issue Proclamations—School Children are warned
of Dangers.**

With some persons fire prevention day comes three hundred and sixty-five times a year while with others nothing short of police or health department warning prevents them from offering a constant temptation to conflagration.

Today is "Fire Prevention Day." In the schools firemen have told the children of the ever-present fire menaces in the city and have asked the young co-operation in their removal. The householder who piles rubbish in his back yard, who stores paint brushes and oil-covered rags in his basement, or who keeps his store of kindling next to the chimney are among the men and women who might well make new resolutions today.

Statistics show some thousands of ways in which fires are started, and they range from the familiar cigarette stump, flipped into a waste basket or the dry grass, to the electric iron left connected by a busy housewife who is called to the front door by a book agent. If today every citizen would take a careful stock of the fire hazards present in his home and yard and resolve to remove the same, a vast sum in money would be saved to the community.

The Eastbay cities, through their fire departments, have done much to bring about a "safety-first" attitude of mind. So successful has this work

been carried on that in a competition with the cities of the Pacific Coast and the Pacific Northwest Oakland won fourth place and Piedmont third. There were scores of cities in the contest.

Prevention measures against fire, in their way, are as valuable as those against disease or crime. They are made particularly effective in this community because they are emphasized throughout the year. "Fire Prevention Day" serves to call a wider public attention to this work and to invite a general participation.—*Oakland Tribune.*

Scottish Union & National

The annual statement of this company, represented by H. W. Fores on this Coast, gives a total of £11,948,162 assets. In normal times, with the pound equalling five dollars about in exchange, this total would be expressed as \$60,000,000, of which about \$19,000,000 belongs to the fire, marine and other non-life departments. Fire and marine premiums were \$8,330,000, and losses, \$4,480,000 or 53.7 per cent, this ratio being brought up by the marine experience.

The Scottish Union & National is nearing the century post.

Life insurance may face a small-pox epidemic this winter.

Beneficiary under policy, whereby insured reserved right to change, deprived of expectancy by surrender.—103S. E. 771.

MARINE

Marine Insurance in Great Britain

Marine insurance is a far more technical and complex subject than any other system of indemnity. Life insurance covers an event, the occurrence of which is inevitable, and the risk concerning which has been measured with great accuracy by the various tables of mortality. Fire insurance, whilst incapable of being reduced to the same scientific basis, provides against loss occasioned by a single occurrence, but marine insurance undertakes to indemnify a person against the loss of ship, goods, freight, anticipated profits, or any other insurable interest, through any of the numerous perils and adventures connected with navigation, such as the "perils of the sea," fires, collisions, pirates, thieves, seizures and restraints, jettisons, barratry of the masters or mariners, and all other perils, losses or misfortunes which might be assumed by the policy. It may be said with certainty that there is no other branch of insurance in which the sagacity, the keenness for observation, and the general specialised ability of the underwriter is so closely reflected in the results attained as in the marine section of the business. The marine underwriter has to know not only men, but he has to estimate the effect of climate, season, geographical localities, and numerous other considerations upon any of a large number of risks and the importance of the personal qualities of the underwriter cannot be over emphasised.

The complexity and the duration of the contracts makes it extremely difficult to estimate the unexpired liabilities attaching to marine insurance commitments and there can be no question that with the exception of life assurance, larger reserves are demanded for this than for any other class of insurance business.—*Policy-Holder, Manchester.*

Our contemporary summarises the returns of fifty-six British offices, not including Lloyd's nor private limited companies. Since 1897 all the old offices have been absorbed by the great composite offices, excepting the World and the Sea. Twenty years ago the British fire offices, says the *Policy-Holder*, wrote £500,000 marine premiums yearly, but last year they collected something like £20,000,000.

The totals of the tabulation include these:

Premiums in 1918-----	£28,623,898
Premiums in 1919-----	24,841,511
Losses in 1919-----	16,835,768
Expenses in 1919-----	2,791,668

Writing of the large totals of marine insurance business written by the fire companies the *Policy-Holder* says:

"This to some extent is a result of the invasion of the fire insurance field by Lloyd's underwriters. In the old days Lloyd's had almost a monopoly of the marine market, but they were not content, and commenced writing fire business in increasing quantities until they now write something like six millions of fire premi-

ums each year. But the fire offices have responded by writing marine business, and to-day they write a considerably larger business than Lloyd's and they virtually control this market."

Marine.—The 88-ton power schooner Newark was wrecked on a sub-surface ledge near San Carlos Pt., Lower California. No insurance on schooner. Cargo of onyx and guano insured. Sank in 30 feet near shore. The Newark was 105 feet long over all.

The Pacific Mail liner Colusa was twice hit by typhoons: once at Manila, where, during a 9-hour blow, the ship was torn from her berth, and once, later, at sea during a blow lasting two days.

Boy Scouts' Week

In San Francisco the Boy Scouts had the time of their young lives. A parade, with floats and athletic stunts; receptions by business men's clubs; tours of industrial plants, etc.

The Fireman's Fund kept open office for the high school brigade, and gave the visitors a chance to see busv workers turn out records and policies. Grayson, son of President Dutton, took charge of the Scouts, led them through the departments, and explained the methods of underwriting against losses.

In the directors' room the visitors were addressed by President Levison who explained some of the puzzles

and perplexities of fire insurance. Assistant Secretary Wright talked about the intricacies of the new branch of underwriting automobile insurance. Manager Holman of the Travelers spoke on the subject of accident insurance, and was followed by Manager Bean, whose topic was life insurance.

Landlord and Tenant Contract Held Not To Charge Greater Rent Than Allowed By Law.

Where plaintiffs rented land to defendant, and were to furnish animals, feed, and everything necessary, except labor, and were to receive as rent one-half of all the crops, and agreed to feed one team of defendant's horses, and defendant was to let plaintiffs have the use of such team during the year for their feed, and plaintiffs turned the team over to defendant to be used by him in cultivation of the crop, it was not the intention of the parties that the value of the use of team above cost of feed should form and be a part of the rents and the contract was not void as charging rent greater than that allowed by law. —222 S. W. 992.

California—The San Benito County Farm Bureau has organized the Farmers' Mutual Fire, to fill a long-felt want and reduce the high cost of living. The members do not want to help pay losses in protected towns subject to the conflagration hazards.

Though lumber is high in price, sawmills seem very susceptible to fire dangers.

L I F E

The Manhattan's fifty-five members of the company's new One Hundred Thousand Dollar Club met in New York city last month, had a good time and resolved to meet next time in Denver. President Lovejoy was presented with a banquet of 248 applications for some \$2,100,000 insurance. Vice-President Roche, that this year the new business is two and one half times that of the same months last year; and a total of \$70,000,000 for 1920 is expected, with prospects of \$100,000,000 production next year.

We recently printed in these columns an interesting decision of the courts in a case where the defendant, the Reliance, lost and was obliged to pay the death claim. Insured paid quarterly premiums, one of which was slightly over-due. Insured died. Company denied liability. The court held that the policy was in force at the time of death because the company owed the insured the amount of an unpaid accident claim in excess of the quarterly life premium at the time it fell due.

Puzzles for the Medical Men—Some Answers to Medical Questions on Family History.

Amongst the various items of information required by the medical officer when examining a proponent for life insurance is the state of health of his parents if alive, or the cause of death if deceased. A knowledge of these facts is required in order that a correct estimate of his longevity

may be formed; and it is of great importance to know that there is no hereditary tendency to disease in the proponent's family. The replies received vary much in accordance with the nature of the proponent. Some are meticulously careful as to their statements, the majority give plain straightforward answers, and a few try to veil the cause of death if of an incriminating character under an innocuous phrase. If, for instance, in the last case, the parent has died of consumption, the cause of death is described as "from a cold;" if he should have committed suicide, "through an accident;" and if he has died in a mental asylum, cause of exit is stated to be "through worry."

These answers, of course, are always carefully investigated and the current cause of death ascertained where possible. Many such answers are not given with intention to deceive, but because some people are sensitive about the conduct or misfortunes of their progenitors. Foster Frazer, discussing the sensitiveness of some Australians as to the character and fortunes of their ancestry, said he never could understand it; he knew that some of his forbears had been hanged for sheep-stealing, but it never worried him. Others, however, appear to take a different view of the matter.

One proponent gave the cause of his father's death as "fell off a scaffolding," but on investigation it was discovered that the father had been hanged. Another stated that his parent had died from "lead poisoning,"

and the society was rather surprised to learn that the registered cause of death was "suicide—gunshot." Only within the last week the cause of death of a parent was given as "locomotive attack," the manifest cause being locomotor ataxia. Another stated that his mother died at the age of 40, cause of death unknown, and it was only after close questioning that the medical examiner discovered that his mother had been divorced at 40, his explanation being that he did not think it mattered, and put it that way.

It does not need much imagination to realise that the work of an assurance medical referee is full of difficulties. Indeed, as in all work of every kind, to carry it out satisfactorily requires very capable men, and these are rare.—*The Mutual Provident Messenger*.

American Life Convention in Kansas City—Good Program and Large Attendance—Everybody Happy.

This is about all that need be said about the fifteenth annual meeting of the American Life Convention, an organization of companies which approved the preliminary term method of valuation.

From a small beginning the membership has increased to 131 companies from 38 states.

One of the themes was "The double Indemnity Benefit." The experience of one company was quoted as 55 cents per year per \$1000 as the average cost under the double indemnity rider.

A Good Example

There are life companies which invest some of their legal reserves in every state in which they do business; and print lists of such investments as a part of their annual statement.

It is a sadly suggestive fact that deaths from cancer are now about the same number as deaths from tuberculosis. Perhaps the cause is the same—an insufficient and ill balanced ration.

At a meeting of the Association of Life Insurance Presidents, on October 1, the Sun Life Assurance Company of Canada, was unanimously elected to membership. The total of members is now 37, of which eight are Canadian.

Kansas City.—The attendance at the American Life Convention was its largest. There was complete harmony. It is believed that some of the giants or all will be eligible for membership before long.

Australia issues federal war gratuity bonds to returned soldiers and permits life companies to cash them if the holders take out policies. After deducting at the stipulated four years' premiums, and crediting same on the insurance, the remainder due on the bond and accrued interest is paid to the ex-soldier.

The meeting place of the Western division of the Missouri Life \$100,000 Club will be Salt Lake.

GENERAL

**Safety Is Standard by Which Purchasers
Should Judge Stock Offerings Made
Them.**

The investor who cashes his Liberty bonds and War Savings Stamps to buy quick get rich stock, may have a tale of woe but he deserves little sympathy, according to *The Landmark*, of Statesville, N. C. The *Landmark* relates the complaints of one band of investors who sought State Insurance Commissioner Young with what the article says was an evident feeling that he should have forcibly restrained them from risking their money.

A party of 33 says "The *Landmark*," made a personally conducted trip gratis to the Oklahoma oil fields, and as a result of the representations of the promoters who escorted them invested \$200,000. Most of these investments were in the form of notes signed by members of the party which they were assured would be more than met by dividends from the property. No dividends were received and investors were in a state of panic.

"Folks who are old enough to go about by themselves and who are supposed to have sense enough to come in out of the rain, deserve no sympathy when they are taken in by strangers who promise unreasonably large returns on investments."

The *Landmark* continues: "If they get stuck they deserve what they get. It is greed, the expectation of getting something for nothing, that prompts the investment—prompts them to listen to the fairy stories of strangers

and take leave of their common sense if they have any.

"Some of them will sell Government bonds or cash War Savings Stamps at a sacrifice to invest the money in a transparent fraud. It is their privilege to make fools of themselves if they will, but they have no right to inflict their tales of woe on a long-suffering public and complain because somebody didn't stop them."

Rice growers in California, as previously stated in these columns, are facing conditions which may wipe out all of the profits made last year. The slump is a very serious one and the growers and the financing bankers may lose heavily unless export demands increase and fair prices prevail again. The future of rice growing in this state seems somewhat dubious. The quality is not equal to the rice grown elsewhere and the price received is several cents per pound lower. After boiling, California rice is pasty and the grain distinction is almost lost.

The initiative referendum measure against the law prohibiting banks from directly or indirectly engaging in the insurance business will be voted on by California electors in November. The issue is not now of any particular concern but the brokers and local agents who supported the bill in the legislature will oppose its repeal by the referendum vote.

Theorists in office, in power, are as bad as "a bull in a china shop."

LIFE

Claims Paid Though Papers Not
Received by Home Office

Mrs. Avis K. Stoner, mother of Joseph W. Stoner, shot by Camp Dodge soldiers Sunday night, will be able to finish building the new house which Joseph started and to bring up and educate her two younger children without hardship.

Her dead son had the foresight to apply for life insurance just before his death and as soon as formal proofs of death are filed the Bankers' Life Insurance Company will pay \$5,000 to Mrs. Stoner. The young man was examined for his policy only a few days before his death.

He and his mother had signed a note to pay for the first premium. The policy was for \$2,500 with the double indemnity clause by which double payment is made in case of accidental death, thus making \$5,000 payable to Mrs. Stoner because of this clause.

Application and examination papers in this case had not reached the home office of the Bankers' Life at the time of Mr. Stoner's death, but the company will nevertheless pay the loss at once because the medical examination was satisfactory and the case was in fact completed, even though the company knew nothing of the application and examination until after Mr. Stoner's death.—*Des Moines Daily Capital*.

Contrast the foregoing case with two cases recently appearing in our Legal Department, where the com-

panies received the premium, accepted application and issued policy, but denied any liability because the policy had not been delivered while insured was in good health. In one instance the company's agent was ill and did not attend to delivery of the policy until two weeks after its receipt. The defendant companies, the New York Life and the Prudential, won, the courts ruling that the clause providing that insured must be in good health on delivery of the policy made the insurance void, though illness and death occurred after the application and premium had been accepted.

It now doth appear that over half the population of the United States is entitled to vote. There is, therefore, only one child or minor to every adult. Why not extend the franchise still further? Let us have Amendment No. 20 giving suffrage to boys subjected to a selective draft and to girls from 18 to 21 who as sweethearts or wives may suffer by war? Our statesmen have overlooked this opportunity to make votes and voters.

At the recent \$100,000 club (Manhattan Life) meeting in New York he was one of the speakers. He said he carries no literature and no rate book. He never solicits strangers but makes approaches through a friend's recommendations or otherwise.

Commercial gas from straw is now announced.

Brokers

Broker is not a middle man, entitled to double compensation. Broker is not entitled without exchange, to two commissions.—111 At. 201. v Conn.

Grain broker who neglects to sell to best advantage is required to stand the loss.—223 S. W. 769.

Agent lost right to receive commissions on refusing to turn over money collected.

Under a contract between a fraternal order and a local secretary, providing that compensation to be made to the latter should be 5 per cent, of the amount collected and remitted by him to the board, the secretary was not entitled to commissions on collections which he received, but which he failed and refused to remit, whereby the fraternal order was compelled to sue in order to recover the same—223 S. W. 786.

The supreme court of Maryland recently ruled that illegitimate children are not entitled to compensation under the workmen's compensation act. "The word 'child' has been held in England to mean legitimate child. An illegitimate child cannot sue under the Code of Maryland and if illegitimate is not entitled to recover.

There must surely be something wrong with the plate glass business just now. Cost to replace is much higher, and premium-rate advances

may be insufficient. Anyway, two New Yorkers—Metropolitan and the New York have reduced their capital one-half and transferred the cut to surplus.

Population

Nevada, according to the 1920 census, has 77,407 population, a decrease of 5 per cent, doubtless owing to war effects on mining.

Wyoming has 194,402 population, an increase of 33.2 per cent

These thinly settled states, with less than a twelfth of the population of California have twice its vote (and power) in the United States senate, where the minority of population rules.

Arizona's population is 333,273, a gain of 63.1 per cent. It is now regarded as a good insurance state.

Idaho's population is 431,826, a gain of 32.6 per cent.

New York's population is 10,384,144, a gain of 13 per cent, in ten years.

With less than a twelfth of the population of New York state, Arizona and Idaho have four votes in the United States Senate, against the two votes of the Empire state. On a nearly tie vote, 800,000 people of two young states can impose their will on 10,000,000 people of one old state. No measure can pass the United States Senate without the consent of the minority of the people the voting being by states' representatives and every state having just two votes.

Hawaii's population is now 255,912, a gain of nearly 34 per cent.

Philippinesia—how's that— has a population of 10,350,640 against 7,635,426 ten years ago.

Golf-Player Blood-Poisoned

A United States attorney at Portland, Ore., scratched his hand while making a tee on the golf links. Blood-poisoning resulted.

Compensation

Injury to watchman by stray bullet was not one arising out of employment, written compensation law.—183 N. Y. Supp. 924.

Compensation may be based on tips, but not if tips are received without employer's knowledge.—183 N.Y. Supp. 917.

Compensation.—A maid employed in the home left her bedroom window open. Prowling Thomas Cat entered and took a seat on the table beside the bed. The sleeping maid awoke, switched on the light, and struck at the midnight visitor. Tommie was a fighter and bit her finger. The maid later filed with the Industrial Accident Commission for \$82.61, which if awarded must be paid by her employer. It is always unlucky to leave windows open or to cross a black cat.

Airplane Mails.—Letters from Eastern cities are now being delivered in San Francisco via airplane. Postage 2 cts., special delivery 10 cts. After awhile the flyers will travel by night also. Present time same as by rail.

New Kind of Accident

A salesman from Los Angeles was, with another man, in an automobile in Oregon, suffered an extraordinary accident. The car was overturned, in some way, on the road, and both men were pinned beneath, and lay on their backs. With face upturned, the salesman was painfully burned on eyelids, nose and throat by leaking sulphuric acid from the storage battery. It is stated that his eyesight will not be affected. The other man was not seriously hurt.

5 of a Family Killed

At Glendora, Cal., the crossing bell of the Santa Fe R. R. was ringing a warning of the approach of a train of cars. Several autocars were in line at the approach, waiting. Another autocar with five passengers sped up and swung around the waiting cars and reached the track just as the train dashed by. The locomotive crashed into the automobile and carried the wreck and mangled passengers about 100 yards. All five men and women, members of one family, were instantly killed.

Unusual Accident

In Oregon last week a logging engineer was instantly killed. The piston of his engine was "on center" when the engineer attempted to start it. He was thrown over the flywheel into a corner. His body was found jammed between the flywheel and the wall, with neck broken. One moment alive and in health, and the next moment dead!

Oldest in the Americas

The Presbyterian Ministers' Fund for Life Insurance, of Philadelphia, is the oldest life insurance society, having been organized in 1759.

The next oldest is the New England Mutual Life Ins. Co., which was chartered in 1835 and began business in 1843.

The next oldest is the Mutual Life Insurance Company of New York, which also began business in 1843.

The oldest accident insurance society is the Travelers Ins. Co. of Hartford, which was chartered in 1863.

**Bank Holdups are Certainly Increasing,
Bandits are Bolder and Country Banks
are Easy Prey—Safe Deposit Boxes
in Small Towns Give no Security
Against Robbers**

Your daily paper prints accounts of bold bandit attacks on banks in your state or region, and you read them and are disagreeably impressed by the extraordinary number of such crimes; but has it occurred to you that the daily papers of other states and regions are recording similar bank robberies? Never before were there anywhere near as many bank holdups in this country as during the past year. Nor as few arrests and convictions, we may add. Can this "wave of crime" be explained? the bandits seem to be unusually resolute, cunning, desperate and murderous. Are they paroled convicts—is the present parole system responsible? Or the ease with which they

may steal automobiles and travel many miles? Or are these bank robbers "fiends" bent on getting money to pay the high prices for "dope" or booze?

Four armed bandits entered a bank at Alvarado, Cal., at 11 a. m., shot the president and dragged him into the vault, and forced all employes and a visitor into the vault, and locked them within. The quartette then grabbed \$20,000 in silver and currency and escaped in an automobile.

With a pick-ax robbers broke the brick wall of a small town bank in Oregon and opened the safe deposit boxes and took all coin and negotiable securities.

A country bank in Washington last week was robbed of the contents of its safe deposit boxes.

At Winkler, Man., at 3 a. m. five masked men blew open a safe, after forcing the bank teller (who slept in the bank) to open the vault. The robbers escaped with \$19,000.

Restaurant Diners to be Detained

The U. S. district attorney at Seattle has ruled that when restaurant proprietors or waiters are arrested for serving wine with meals or having wine in the kitchen, the diners may be detained as witnesses. They can not refuse to testify to having drunk, for there is no penalty.

Edmonton, Canada, is offering its general obligation notes at a rate yielding 9 per cent.

PUBLICATIONS

Insurance Department of Utah: Directory of Authorized Companies and Societies and their Agents. Corrected to July 1, by Rulon S. Wells, Commissioner of Insurance. Also Excerpts from Utah Insurance Laws.

New Standard Fire Insurance Policy of New York: an address by David Rumsey, before the Insurance Society of New York. Comparisons with the old original standard policy. Copyrighted and published by the Society. 30 p p.

Mr. Rumsey begins thus: "The fire insurance policy is probably the most important contract in the world."

Life Policy

In Principles of Insurance Legislation, by Miles Memander Dawson of New York, the author says:

"It would be entirely proper for the State to prescribe the general form of life insurance policies, indicating the order in which its clauses should appear."

Also: "The promise should be in the simplest language: I know of none clearer or more succinct than the 'promise to pay' of a simple promissory note. And in immediate conjunction with this promise, in good, bold type, the company should be required to state under just what circumstances it would not pay. Conditions not there specified should be held not binding as against the insured and beneficiary.

"The practice of hiding the most

important conditions and exceptions of a policy in small print, far from the promise which they qualify and often in some obscure part of the application, can not be too severely guarded against."

Annual Cyclopedia of Insurance 1920

This year's edition of this very useful Annual follows the usual plan of contents and arrangement. The two sections are separately indexed and contents are arranged alphabetically, which double index makes it easy fishing for information. Company officials and other names are helpful in correspondence. The general information concerning all kinds of insurance is enlightening. The biographical sketches repay sketching and give a general knowledge of many leading men in the business.

Policy Forms and Laws, Boards and Associations. Use and Occupancy and Rent Insurance, Systems of Rating, Mortality Tables, Taxation of Premiums, etc., are noteworthy features.

Book of 636 pages, bound in cloth. Published by R. B. Caverly, 38 Park Row, New York.

Montana Report

Commissioner Geo. P. Porter publishes a unique annual, in brevity and practical utility. Company resources are in tabular summary; likewise their receipts and expenditures. Why print more? The ordinary man, though a single-taxer or other bolshevist, can understand, the busiest man in Montana can spare

time to consult it.

Would you believe it! 46 reinsurance companies are authorized to do business in Montana. Thirteen Montana mutuals write hail insurance. Unlucky 13. Companies licensed number more than 300 and the number of agents licensed is about 9000. Premiums received average more than \$1,000,000 a month. The state insurance department collects in taxes and fees about \$1,000 every bank-open day, on the average. Fire premiums in the past year were \$4,519,042, a gain of 11 per cent. Loss incurred ratio was 63 per cent. Fifty-three companies lost money in the state; yes, more.

Dull Because Prosperous and Happy

That's what's the matter with insurance business! But wait! After a while there will be not enough business for all the old and new companies. And losses will pile up as premiums and surplus drop. Then there will be no dullness in insurance worlds. There will be plenty of news.

The Supreme Court of Tennessee ruled that blood poisoning from having a tooth extracted was not accidental, as insured knew that pulling the tooth would lacerate the tissues. The entry of germs after the extraction was the unexpected and unforeseen,—223 S. W. 841.

San Francisco bank clearings are increasing at the rate of a billion a year.

AUTOMOBILE

An automobile was left with a dealer for inspection and an offer to credit on a new machine. Dealer took the car to the central part of Los Angeles, for examination by a possible purchaser. When he returned five minutes later the car was gone—taken by a thief. Owner sued the dealer. Court of appeals affirmed award.—191 P. 371. Car had a lock and owner had handed key to dealer defendant, who did not use the lock and had left the car unattended. His act did not satisfy the requirement of ordinary care.

Automobile property damage business in Oregon last year yielded \$144,078 premiums and cost \$66,224 losses.

Automobile fire business in Oregon yielded \$586, 469 premiums, with \$204,785 losses incurred.

The Home Will Write Flood Insurance

The Home of New York will write insurance against damage by flood anywhere.

Shipworkers Now Walk

Prosperous workers bought autos, lost their jobs, and turned back their machines. The used cars suddenly increased in numbers and new cars fell off. Hence these tearful reductions in price at the factories.

Victor Hugo said that at 60 he entered on the old age of youth and at 70 he entered on the youth of old age.

DEVELOPMENT

From an Address by Cecil F. Shallcross, U. S. Manager of the North British, before National Association of Insurance Agents, at Des Moines, Ia., Oct. 20-22.

It is likely that few men in this gathering have travelled as widely among local agents throughout the country in the last twelve or eighteen months as have your good President and myself and when discussing possible subjects on which I might talk to you today we were in instant agreement that to draw attention again to opportunities of increasing premium income which lie neglected at the door of so many local agents might be helpful to some and for their sake would be borne patiently by those who are better informed and more aggressive in the development of business akin to regular old time fire insurance.

At the outset let me say that we shall not be dealing with small and unimportant figures for the premiums reported for the year 1919 to New York State on the so-called "side lines" reached the very substantial total of \$94,609,340 and if there be added similar premiums written by companies not admitted to the State of New York and therefore not reporting to it, the sum total must have been well over \$100,000,000, on which Agency commission must have approximated \$20,000 000.

Automobile Insurance.—It is said that there are in use today 6,400,000 pleasure automobiles and 700,000 commercial vehicles, not to mention the ubiquitous motor cycle. The

number of motor vehicles that are insured is a difficult matter to estimate—many say only about a third of the total and certainly here is an enormous field for you to till and it is increasing every day. Automobile insurance written by fire companies, as you well know, consists of indemnity for loss by fire, by theft, by collision and by damage to property of others, and policies cover the machine itself and also the equipment that amounts to a substantial value.

The increasing use of motor trucks as carriers of merchandise between cities as well as for regular trucking purposes has developed a large demand for insurance on contents of trucks and this is well worth your attention. Probably the best aids in soliciting Automobile insurance are pictures and clippings, particularly from your home papers, telling about burned cars, stolen cars and the substantial damages that are sustained by or done to other vehicles through collision. There is nothing quite so convincing as photographs and newspaper reports, especially if they are fresh and local. A serious automobile accident is the finest kind of solicitor if you go out among your clients without loss of time.

Aircraft.—The chief difficulty the local agent is likely to encounter at present in handling this class of business is to induce his companies to think they can make any profit from it. European underwriters have had far more experience in the class than have we and so far the balance

is all on the wrong side there as it has been here. When one gets up to a rate of 20% on the full value of the machine for six months' policy covering against all hazards and loses money a class looks rather hopeless.

But the art is undeveloped, new devices to minimize the risks of fire and of crash are constantly being put forward and the time is probably not far distant when the local agent will include aircraft insurance among his stock in trade. One enquiry recently was for insurance on dwellings against damage due to oil or materials dropping from passing aircraft or due to crashing of the machines.

Mail Package Insurance—There are two ways in which this form of insurance is operated. One is to issue an open policy for an initial premium, all shipments protected thereunder being entered in a register showing the name of the addressee, the nature of the goods and the value thereof. Further premium payments, based on value of goods shipped, are made at such periods and rates as may be called for in the policy.

The other and more general method is to sell the customer a policy or book of five cent coupons; when a package is mailed one coupon is detached for each \$25.00 worth of goods or fraction thereof and placed in the package, the stubs being filled out and showing the name of the addressee, the nature of the goods and their value.

Registered Mail differs from Parcel

Post insurance in that packages must be sent by registered mail (as the name implies) and is chiefly used to insure against loss of bonds, coupons, bank notes, legal tenders, certificates of stock or other securities or valuables, such as jewelry. An open policy is issued covering against loss from whatever cause while in the custody of the Post Office, subject to certain exceptions and conditions, and upon making a shipment a declaration is filled out and mailed to the insurance company, this declaration showing the name of the addressee and the nature and value of the goods.

Tourist Floaters are being sold more widely every year and although the volume of premium at the present time is not great, it will undoubtedly be increased as this kind of policy becomes better known.

Riot and Civil Commotion—One of the most interesting forms of insurance developed by the great war is that which was known at the time as War Risk and Explosion insurance, and the social and industrial disturbances which are an aftermath of the war have developed another class of indemnity not previously known widely, namely, Riot & Civil Commotion insurance. This is intended to reimburse the insured for loss which occurs through the acts of rioters or mobs or strikers and indemnifies him for physical loss of property damaged or destroyed.

Use and Occupancy Insurance.—

as a matter of fact, the principle of Use & Occupancy insurance is very simple. We all recognize the fact that though every dollar of physical loss to property may be repaid by the regular fire insurance the merchant or manufacturer or property owner will suffer an indirect loss because his premises and equipment are not available for carrying on his business. The manufacturer makes his money by producing goods and selling them. If he cannot produce it is useless to sell and therefore he must have the use of his factory or else his business will largely cease and with it his chance for profit.

It is at this point where the regular fire insurance drops the burden. The cover is a broad one and includes not only the net profits but also those items of expense commonly referred to as fixed or maintenance of loss that Use & Occupancy picks it up and carries it until the premises are restored to a productive condition—charges that cannot be escaped during a period of forced suspension. Among these are taxes and ground or other rent; interest on notes and bonds; salaries and directors' fees; royalties for machinery or processes which are payable whether operating or not; wages of foremen and such skilled help as could not be laid off; cost of lighting, heating, watchman and general maintenance consistent with a condition of idleness; and other fixed charges or special items of expense or indebtedness which cannot be eliminated during a suspension of operations.

Rents and Rental Value Insurance.—another special kind of insurance that is growing in favor each year covers rents and rental values and bears much the same relation to leased property that Use & Occupancy does to productive industry, being designed to cover loss of income while premises are not tenantable because of fire it should be particularly salable to those whose income is largely derived from rented property. It is stated that the John Hopkins University of Baltimore was a very large holder of real estate in the district burned over in the conflagration of 1904 and that because of the destruction of their property the income of the University during the year following the fire was a great deal less than usual—with all the inconveniences which that meant. Rents and Rental Value insurance may be carried whether the premises are occupied by the owner or by a tenant and it is needless to mention that just now this form of protection is of greater value than ever before, since rentals have risen to figures that would have been thought hardly possible five years ago.

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Leasehold Insurance.—This leads us to another form of cover known as Leaseholder insurance which, as commonly understood, is intended to cover the loss which cancellation of a valuable lease by fire would cause the lessee. A ten year lease executed in 1917 when rents were low is today a valuable asset.

It is no uncommon thing to find a store paying \$10,000 per annum un-

der an old lease that for similar property if indeed it were obtainable at all, would pay today \$20,000. And with seven years to run such a lease represents \$70,000 which the lessee stands to be out of pocket if fire cancels his holding. More indemnity covering such an insurable interest is being sold every day. Every lessee is a potential insured, often needing only to learn that such cover is obtainable to buy it.

Hearst "Leader" Lauds State Insurance

By a stretch of the plastic imagination of a "leader" writer in the San Francisco Examiner of October 20th, insurance is asserted to be "a public utility" which should be operated by the state. It is a public utility quite as much as the publishing of the daily paper—and no more. Insurance and news-publishing serve the public—but insurance never tries to deceive the public. There are some good reasons why the government should supply the public with uncolored news.

The socialist critic asserts that "insurance is a government function." By the same token, so are banking, baking, building, binding, brick-making, publishing, printing, packing, pig-sticking, etc.

Insurance is objected to as a private contract because it is done for profit. This is a serious charge. What do the Examiner's merchant advertisers think of it?

The private insurers are worse than we fancied, for this critic is positive that the policies are so drawn

that the loss claimants generally find they cover everything that does not happen and little or nothing that did happen; but in any case the claimants experience all the "horrors of red tape and cross examination" by private companies. This charge, too, is a slam at insurance adjusters.

The government life insurance of soldiers and sailors is cited as a marvel of efficiency and cheapness and an example of what government life insurance would be. War marine insurance shares this doubtful praise by an ignorant Bolshevik writer, who does not seem to know that the government assumed the hazards of war and the soldiers paid for insurance against deaths from natural causes.

The private insurers employ the shrewdest attorneys who frame the policy so that the only party insured against loss is the insurance company; "the thing which happens is precisely something which the policy excepts." Hence "the enormous dividends" paid by private insurers who risk all the capital they pay as stockholders.

And so "the next question before the people" is state or national insurance. We trust the Insurance Federation will take notice.

Why does not the Publisher organize an insurance company, make more millions, and expose still further the inner workings of greedy private insurance?

Do you jump at conclusions, or to them?

FIRES

Visalia, California—Florence M. Longran, ranch woman, was found guilty of arson, the jury deliberating all night. Henry Ingram, the incendiary, swore he fired the ranch house at Miss Longran's instigation.

Film studio at Hollywood, Robert Burton, owner, damage \$8,000 by fire.

New York—Quarter million in the theatre district. Fire fought from Winter Garden tops.

St. Louis.—Sixteen acres of buildings of St. Louis Car Co. burned. Loss \$1,000,000.

Arlington, Wash., has had in the vicinity several fires and fears an incendiary gang. The latest fire destroyed dairy barn, separator house, silos, machinery, etc.

San Francisco, on Telegraph Hill, basements of flats at 421-29 Green street, but the fire department made the climb and kept the blaze down.

San Francisco, at 7th and Howard Sts., plant of Pacific Iron & Metal Co. and warehouse of M. Kruger & Co. box factory burned. Three alarms.

At the Galveston wharf and ship fire forty freight cars were burned. Three ships were moved to safety. One pier was destroyed and the adjacent one was saved by an intervening brick wall. Four cotton seed and sulphur plants, etc., were burned or greatly damaged. A 30-mile wind was blowing. Fire started in a sulphur bin, early in the morning and was not under control for several hours. The fire chief received from

Canada on the previous day a letter saying "you will be destroyed." Dockworkers were on strike. The upper deck of the Italian steamer Etna were destroyed and much of the wheat cargo was damaged. A day or so later other fires broke out on other wharves. There is no evidence of incendiarism.

Los Angeles.—Pacific Reduction Co. plant burned eight hours. Steel supports and iron pipes melted. Twelve garbage cookers exploded: Loss \$25,000.

At Chicago a railroad freight house and 260 cars and contents burned, with \$700,000 loss.

Lowell, Arizona, swept by fire along the north side of Main street, and up Naco road.

Seattle.—Pacific Iron & Metal plant caught fire and flames spread to adjacent factory. Damage \$8,000. Origin possibly incendiary.

Seattle.—Firebugs have made two attempts to fire the Milwaukee hotel.

Oakland, Cal., continues to be afflicted by crazy cranks or real firebugs. At 1515 Grove street an incendiary bomb was hurled through a window, at night. Many lives were endangered. A man was seen running away. An attempt to burn the home of Mrs. H. H. Rhodes at 910 60th st. was made. Walls and porch were smeared with tar. The St. Stevens M. E. Church, 1309 East 38th st., was found on fire at night. Oil-soaked rags were found, and seemingly a trail of creosote and kerosene had been laid. In the "bomb" case, at 1515 Grove street,

fire started in five places at the same time, from scattered firebrands; and this fact led to the belief that the bundle thrown into the house contained some explosive.

London.—Big blaze in the Hop Exchange. Loss \$2,000,000.

Los Angeles.—Fire in a five-story Bldg. of mixed occupancy was not controlled for an hour. Loss \$200,000. One woman burned to death; other women carried down fire escape by firemen. Flames roared up elevator shaft and burned exit by stairs.

Lemon packing house, Maryland Heights, near La Mesa, Cal., burned \$5,000 loss.

Seed Warehouses: At Gilroy, Cal., warehouse of Pietere-Wheeler Seed Co. Loss, including seed. \$80,000.

San Francisco: Mariposa and Mississippi, three-story apartment house; loss \$5,000.

At 3402 16th fire started in a gas stove and damaged Ind. Cr. & Bis. Co. place.

Los Angeles: Bldg. and mach'y Shoemaker Wallboard Co. burned, with loss of \$100,000.

Oakland.—Three-story building at Webster and Eleventh damaged, \$15,000. Ground floor and basement, where fire started, occupied by J. T. Monahan Paper Co. Owner R. J. Livingston.

Western Meat Co. plant at 7th and Brannan Ste., San Francisco. Considerable damage.

The Thirty-Fifty Sutter apartment house, San Francisco, made a very spectacular blaze. Flames from the

light-well broke through the roof and lighted the sky. Shining through the adjacent automobile building's windows it seemed to spectators northward that every floor of the Van Ness Ave. building was on fire. The apartment house was occupied only by the owner and by a tenant on the ground floor, otherwise no furniture. Van Ness and Sutter Sts. were filled with fire engines and hose carts and the water tower. Lines of hose were attached to a high-pressure hydrant. Spectators circled freely around. The fire was under control in about thirty minutes.

Marine.—Shipping board steamship from the north to San Francisco with cargo of lumber. Two hundred miles out cargo found afire; burned thirty-six hours; extinguished in bay.

The London Times recently printed a government advertisement which offered the German steamship Bismark (awarded to United Kingdom) to highest British bidder. A few days came announcement of the burning of the Bismark, largest steamship in the world and about completed, in a harbor in Germany.

Special Agents

For the London Assurance Robert W. Campbell has been appointed special agent for Los Angeles and Southern California, vice C. W. Rohrer, deceased.

There are many young Filipinos in San Francisco, who have their own pool and billiard halls.

ANSWERS

D.—Any man with a young wife and two babies should take out an "ordinary" form of policy which gives the most protection for the cost. Consider, in addition, a renewable term policy, the proceeds of which would take care of the kiddies. Endowment and limited payment policies with less insurance for the money, should not appeal to you. Your "ordinary" policy, payable at death, will have a reserve value and options. If you pay the premium in advance, see that you are "covered" as soon as accepted.

R. T. L.—By "gold value" we meant that value when gold was a circulating medium—in other words, its purchasing power then. Measured by this standard and not by the present inflated currency value, are we getting on?

Are the huge totals of insurance written now any notable gain over those before the war?

Is silver at 75 cents an ounce, the market price, or at even with the government's bonus to silver Miners, worth as much as in July, 1914?

C. A. W.—Lloyds of London paid San Francisco conflagration claimants on the basis of settlements made by the named warranty company—one named as being on the risk, the Lloyd's having no representative in California. Brokers underwriters in London, and the name of the principal company on the line was forwarded as the "warranty" of the character of the risk. Excess or sur-

plus lines are still placed with Lloyd's in London, by brokers.

W. H.—The past few years have been unusually favorably to mutuals, including interinsurers, as well as to stock companies. This comparative freedom from the usual losses may be due to increasing values and to more care of the fire hazard.

However, fundamentally and in practice mutual fire insurance, by whatever name, is very generally insurance on credit, with inadequate funds on hand to pay unexpected losses, which will surely occur.

Is it "good business" to trust to assessments levied on unwilling members, for the payment of fire losses?

Mutuals which specialize on a few classes of risks and do not bid for business may have some measure of success, if they inspect risks regularly, insist on prevention measures, and collect premiums in advance; but if they write large lines and re-insure large portions in other mutuals, their probabilities of survival are slim.

Courts have ruled that though assessments are limited to one premium by a mutual or interinsurer, the member or subscriber is liable for a share of all other debts such as salaries and other charges, and for reinsurance premiums due other interinsurers (or mutuals). Whether our Coast courts would make similar rulings time will show.

Years ago the California Farmers, a mutual, did a general business and blew up. For two years its farmer

members were pestered with summons to court and finally paid the assessments to pay fire losses and costs.

P. M.—The federal government will not accept Liberty bonds in payment of taxes or fines.

L. P. T.—Control of mutual life insurance companies is acquired and maintained by proxies obtained from policyholders. It would be useless for disgruntled policy holders or agents to attempt to wrest control from the proxy holders.

California Fire Mutuals

Only county mutuals, catering to farmers, are organized in California. Some of them do fairly well; a few furnish positions for secretaries at satisfactory salaries.

Some of the figures are worth a moment's notice.

The Farmers Mutual of Turlock took in \$6,184 from members and paid out \$6,103 for losses. Its income was \$6,249 and its outgo was \$9,983. Not a good business that. Its ledger assets of \$4,450 were reduced to \$713. That was near special assessments of members.

The Farmers Fire of Woodland received from its members \$9,790 and paid in losses \$10,776. This mutual's income was \$10,383 but its expenditures were \$15,158. Two-thirds of its assets were dissipated to pay its debts.

Some other county mutuals were equally unfortunate and put their members in danger of assessments

and lawsuits.

Does any seeming saving in cost warrant any farmer to engage in the insurance business and risk litigation and assessments levied by a receiver and enforced by a court.

The Ventura County Mutual played with fire (and bean prices). Its income was \$20,668, and its expenditures were \$20,006.

The Scandinavian M. Protective of Kingsburg did better for its \$45,555 income left about \$9,000 after expenses and losses.

The Riverside Mutual of Hemet reorganized and by vote of members canceled \$834,085 insurance. It now collects with receipt of application.

The Orange County Farmers of Santa Ana collected \$7,177 with application for insurance and levied assessments of \$12,836. Expenditures \$15,619.

The Hilmar Mutual of Turlock received \$4,037 with applications and paid \$3,139 losses. Income was less than expenditures.

Are not these country boys playing with fire?

In Los Angeles.—“Why didn't you arrest that brute when you caught him beating his wife?”

“I thought he was doing it for the movies.”—Judge.

Adopted child would not inherit at common law, and is not heir of next of kin of adopted parents' collateral relations.—183 N. Y. Supp. 939.

SELLING

Anticipate what the prospect may say—possible objections and reasons for delay, possible request for a rebate, possible inquiries.

—

Ask yourself, is there anything my prospect may ask me, any reasonable question, which I cannot answer?

—

Keep your eyes open, of course, and your ears too, for you may hear of something to your advantage—a name, a story, a hint—leading to a sale.

—

Seek introductions, for acquaintances may become friends, and friends help the business of selling.

—

It should be easy to persuade a congregation to insure the life of its beloved pastor—on the renewable term plan at least.

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No Rate Book or Literature

Harry B. Rosen the wonder man wrote \$45,000 in three policies the first day he jumped into the ring of life insurance. He is now the most successful producer in the world. He wrote \$30,000,000 in the first half of 1920. Though in poor health.

At the recent \$100,000 club (Manhattan Life) meeting in New York he was one of the speakers. He said he carries no literature and no rate book. He never solicits strangers but makes approaches through a friend's recommendations or otherwise.

Knowledge, Confidence and Enthusiasm

Have you ever watched a type-writer salesman give his sales talk and make his demonstrations? If you have, you must have noticed and admired three things—his complete knowledge of the instrument, the confidence of his manner, and his enthusiasm. Every question the prospect asked was instantly and clearly answered, whether concerning the mechanism or the prospect's need of it. The salesman was never hesitant or apologetic or on the defensive—he was strong with the confidence bred by knowledge of his device and of the customer's needs. And he was enthusiastic (not noisy) and positive (not pugnacious), because he knew the worth of what he was selling and he enjoyed his work.

The competent—that is, the successful—life insurance salesman knows, is confident, and is enthusiastic. He can answer any life insurance question any prospect is likely to ask, and he knows policy plans so thoroughly that he will not make mistakes in his fitting policies to customers' needs. He is confident because of that knowledge and because he knows the public's needs, and is never apologetic or on the defensive in respect to his goods, or his company, or life insurance itself; the apologetic salesman is easily pushed into a corner—or, rather, he backs into it—and is pinned there—the vanquished instead of the victor. And the successful life insurance salesman is enthusiastic, because he knows the inestimable worth of his

service, and because he is happy in the work of salesmanship—it is the one kind of work into which he can and does put his whole heart.—Geo. T. Dexter, in Points.

Be Diplomatic

Diplomacy is a very necessary factor in selling, but this doesn't mean that the man who sells should turn tail at the first turn-down. Some men confuse "diplomacy" with softening of the spine which gets no applications and make no friends. Be forceful, be enthusiastic, be persistent in a nice way. No matter what your product is, if you know that the prospect needs your goods, you can tell it to him in a way he will like.—R. W. Stevens.

Better say "It costs 50 cents per week per \$1000" than \$26 per year. Better still, "It costs only 7 cents daily." Thirty-five cents daily for \$5000 protection is easy, while \$128.-25 once a year may seem formidable, or perhaps impossible.

"Keep Records as a Help to Selling" was one of the subjects of talk at the Boston convention. The speaker said the real reason such records are not kept is "because you are ashamed of the report." In keeping a record the aims should be to increase the number of calls and to increase the percentage written for the number made. He said he did his figuring on the back of the prospect's card and thus had a ready record when he called again.

Does groupe or wholesale life insurance decrease the opportunities of the solicitor of individual policies?

National Association of Life Men

The convention this year at Boston, must have been a humdinger. There was noise, with speed, but without skidding. Probably 1300 men and women were in attendance. Orville Thorp, a Texas general agent, was elected president. W. L. Goldman, of Portland, Oregon, was elected one of the vice-presidents.

The prospect, a popular actor, laughingly said, "If I carry \$10,000 insurance on my life my widow would certainly give my children a step-father."

The life insurance solicitor retorted, "If your widow is paid no life insurance money she may feel it her duty to accept the first step-father who offers a home for your children."

"And there you are," was all the unfeeling actor said.

Another actor, of national fame, who like all the tribe spent all his income, saying "nothing is too good for my wife and children," carried \$80,000 life insurance. His widow collected the insurance, gave half to a convent, and bought an annuity with the other half. This was a defeat of the father's plan to protect his children, for her death would have left them nothing. This example suggests the need of making the children also beneficiaries.

Berkeley, Cal., the College City, has 56,086 population.

SOCIALISM SURE

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Taint of Communism in Mutual Insurance: by E. S. Lott at the Fire Underwriters Assn. of the Northwest meeting: Extracts

Those who patronize mutualization through insurance are doing their bit—even though unintentionally—to hasten socialization and nationalization, parasites on the economic system which has made our national development the marvel of the world.

If socialization and nationalization do come through the development of mutuality in casualty and fire insurance then you will see the American rear and hear him roar; yes, roar louder than the awakened Briton whose nationalized businesses are bankrupt, paying lower wages than competing private enterprises, costing more all around and charging the consumer higher prices.

Mutual insurance, whether reciprocal, inter-insurance, state fund or just plain mutual, as usually promoted and practiced in this country, is the thin end of the wedge of socialism and communism. The end is nationalization.

Socialism calls for the collective management of all industries, enterprises and services. The sellers of mutual insurance assert that the policyholders in mutuals collectively manage their own insurance. You and I know that they don't do any such thing, but that is the claim which attracts some buyers.

Communism holds that all capital should be pooled as a common trust, for the benefit of all, and that it is wrong for individuals to secure profit from their capital or services. This is the very essence of mutual insurance. For the claim is that all the assets of a mutual insurance company are owned by and used exclusively for the common benefit of the policyholders, and that all profits are eliminated, the insurance being provided "at cost."

The arguments against stock company insurance used by the mutual boomers are that it is essentially wrong, in the economic sense, for stock companies to carry on the business of insurance for profit, and that it is similarly wrong for middlemen—i. e., agents and brokers—to obtain commissions for services in providing insurance. Manifestly these arguments are in accord with the principles of socialism just stated; and in the indiscriminating way in which they are now being urged they are pure and undiluted Socialistic dogma.

When—if ever—socialism and communism tighten their grip on this country and other lines of business besides insurance becomes entangled in their schemes, as now in North Dakota, what answer will the buyer of mutual fire insurance make to the Socialist who asks him:

"If socialism or mutualism be good when applied to the business of insurance, why would it not be good also to apply it to your business?"

"If, generally, money can be saved and all policyholders well served by applying the doctrines of socialism to insurance, why not apply the same principles to the production and distribution of food, fuel raiment, live stock, tools and everything else?"

Some Conventions

Seventy-five years of American Life Insurance—A history and a Prophecy of the Nation's Growth," will be the theme of the Fourteenth Annual Convention of the Association of Life Insurance Presidents, to be held at the Hotel Astor, New York, on Thursday and Friday, December 9th and 10th.

Original statistics are now being contributed by the companies as a basis for showing definitely the present ramifications and extent of life insurance's relationship to policyholders and to the nation as a whole. It is expected the two days' discussions will develop enlarged and additional fields of service through the projection of this data upon the rapidly growing background of the business.

The National Convention of Insurance Commissioners will meet in New York the same week as the Life Presidents, the dates of the Commissioners' sessions being December 6th, 7th and 8th. The Association of Life Insurance Counsel will also meet that week in New York, its dates being December 7th and 8th. Invitations to attend the Life Presidents' meetings are now being sent to all

the members of these other organizations, as well as to life insurance executives generally throughout the United States and Canada and to insurance journalists.

Where Do You Get That Stuff?

An American Red Cross official from a Northern state recently had occasion to go to South Carolina on business in connection with the forthcoming Red Cross Roll Call to be held November 11-25. He had never come in direct contact with our "cul-lahed" brethren before and was so interested in the dark skinned servants of the household that his host, chairman of the local Red Cross chapter, took him to see a ball game between the home town negro team and a visiting team of similar color.

The pitcher had gone rather wild, and had permitted all the bases to fill. Another man came to the bat, and the nervous pitcher shot one over.

"Ball one," yelled the umpire.

The pitcher tried again.

Ball two," was the decision,

Another effort by the hurler.

"Ball three," said the umpire.

The pitcher saw his predicament and made one master effort to save the day.

"Ball four," yelled the umpire, "and the man's out."

"How come, I'se out?" inquired the enraged batter.

"I'se repelled to put you out, nigger. Don't you see dar's nowhere else to put you?" reasoned the umpire.

FIRE BUSINESS OF BRITISH INSURANCE OFFICES

	Premis. in 1918	Premis. in 1919	Loss Ratio
Alliance -----	£1,615,881	£1,696,245	40
Atlas -----	1,640,606	1,919,159	41
Caledonian -----	620,539	705,551	45
Century -----	131,862	154,672	48
Commercial Union -----	5,262,477	6,032,826	43
Guardian -----	792,470	1,022,124	46
Law Union & Rock -----	342,978	368,152	44
Liv. & Lon. & Globe -----	4,060,777	4,562,169	42
London Assurance -----	1,231,618	1,364,203	42
London & Lanc. -----	2,437,223	3,270,298	47
London & Scottish -----	189,328	140,634	52
Northern -----	1,912,413	2,040,005	42
North Brit. & Merc. -----	3,083,466	3,648,739	43
Norwich Union -----	1,602,962	1,921,202	43
Phoenix -----	1,994,155	2,264,039	42
Royal -----	5,540,400	6,088,899	44
Royal Exchange -----	1,275,924	1,482,371	48
Scottish U. & N. -----	1,085,629	1,291,281	42
State -----	404,131	512,286	49
Sun Fire -----	2,026,380	2,266,620	47
Yorkshire -----	693,703	740,802	45
TOTAL -----	£39,077,066	£45,078,646	43

The above compilation is from the Policy-Holder of Manchester. Totals include the figures of nine other companies, all tariff. There are also eighteen non-tariff companies, whose figures we do not quote. They wrote some £2,000,000 premiums last year, with 44 per cent losses.

Total fire premiums amounted to about \$235,000,000.

Cotton

San Joaquin Valley and Imperial Valley, Cal., are cotton picking now.

Before the war, the price of cotton was 10 cents a pound, now it is about 22 for middling, after a severe decline. Growers are clamoring for 40 and they are planning to reduce acreage next season.

At Evergreen, near Santa Clara.

California, the home of soldiers' widows, was burned with a loss of some \$12,000.

Broker could not recover for loss in trading in wheat after customers' margin was exhausted.—85 So. 63.

Just now one and one-half per cent seems a low rate for riot and civil commotion insurance in Ireland.

CHIPS

—Portland has been transferred from the Seattle to the San Francisco shipping board district.

—Recently the West Coast Life has had inquiries from men who desire positions as salaried organizers and supervisors. Vice-President Helser has announced that under the new contracts no man will be appointed to such a position until he has proven his capacity in the sale of West Coast service as an agent, and that in the selection of men for salaried positions in the field, those who have been longest in the service and have been most successful will be given first consideration.

—Hartford.—The State Assurance has appointed John H. Vreeland manager of its United States department.

—Interesting work is the excavation for the new California-Commercial Union skyscraper, at Pine and Montgomery sts., San Francisco. A steam shovel is used. Operated by two men, its work seems human and the shovel cup is a pair of jaws. The extra heavy brick foundation walls of the former bank building were scraped up in huge mouthfuls as if made of cheese.

—Died.—Wm. Gilbert Whilden, of New York City, long prominent in fire underwriting, died on October 14, in the Volunteer hospital, after an operation. He was variously, special agent, official, a member of the firm of Whilden & Hancock, president of the New Jersey, and was connected with the Alfred M. Best

Co., and later was an insurance broker.

—The great slump in prices of wool and sheep is disturbing business conditions in Oregon and eastern Washington.

—Our aim is to help the business by helping the agent. News is a secondary matter, for mere news seldom aids the agent or solicitor.

—According to a press dispatch a life company paid a \$10,000 claim on the life of a Texan missing "seven months" and "buried." The insured turns up with a story of captivity in Mexico. Moral: insure your life, have a mock funeral, and after the insurance is collected by the "widow" come to life.

—Highwaymen in San Francisco dash about in mortorcars, leap out, seize men and women pedestrians, chloroform and rob them; enter stores and banks and club or shoot owners and clerks; get money anyway as holdups or burglars. And so all over the land. Is it not time to detain behind stone walls all confirmed criminals? They are degenerates, enemies of society, and deserve no liberty.

—Life.—It is announced that Presbyterian ministers are to be insured, they paying 20 per cent of the annual premium and the congregation paying 80 per cent.

—Rain Insurance.—At the Kansas Free Fair a policy insuring gate receipts falling below 25,000 in week because of rain was taken out. Insurance was on difference between receipts and the limit.

—In Germany window curtains are now made of paper. Any swinging gas fixtures adjacent?

—Luck.—Motoring in Humboldt county, Cal., where they had been fishing, two men from San Francisco rounded a sharp curve too fast and rolled down over a 300-foot cliff. Their car suffered terribly but the two men were not hurt. They must have carried accident insurance.

—Lewis county, Wash., was last visited by a heavy rain storm which destroyed the prune crop.

Near Renton, Wash., a young engineer in a logging camp was pulling a large log with a choker cable. The cable snapped and the recoil wound it around him. His death was instantaneous.

—The Seattle municipal railway is declared to be near bankruptcy. The increases in fare, up to 10 cents for transients, has not afforded the relief expected. The bondholders may lose money.

The selling company will be asked to cut the purchase price, which can not be paid under eighteen years, and will require a special tax assessment of nearly \$100,000 a month.

—New York.—The Insurance Society of New York had its Dinner and meeting at the Astor, October 25, with a full attendance, tickets being \$3.

—Fires on this Coast have fallen off in number and loss total in the past month. It is not probable that fire losses in November will exceed the general light average; and the year's loss ratio may be closely estimated.

Suggestion

Health and success are insured by the right suggestions repeated and repeated. To the mind, whether conscious or unconscious, words are indeed things. They strike like arrows, and penetrate deep with conviction—if we let them.

If you will be well you shall never tell a word of your ills save to Doctor Pills.

Surely, anyone who commits suicide is not a well man; his nerves are on edge, are starved; he has fears and unrest, from which he flees for relief, though the path leads to black nothingness; he is in some measure insane.

Eureka, California, noted a few trembles, and keen observers say they felt a vibration at 11 A. M.. In our office it was not noticed. When California ceases to have ground-quakes, it will have lost its beautiful climate.

It is proposed to pedigree human beings, and thereby improve the race. Prospective bride or bridegroom calls at register's office and enquires for pedigree of the loved one, which has been filed according to law. Some inquires might prefer to read the pedigree of the mother-in-law.

Liability is denied by the Hanover Fire in a case where insured whose lumber was on railroad property moved said lumber to another part of said property, a block away, without notice to insurer.

PAST**In 1878**

On this Coast basis rates in Book 1 Class D were: dwellings .60, flour mills 5.50, fruit drying establishments 4.00, general Mdse. 1.75, grain in stacks 6.00, grocery stocks 1.50, hay in stacks 6.00, hay barns 4.50, hop kilns 5.00, lumber yards 2.00, mattress factories 2.75, restaurants 2.50, salmon canneries 4.00, saw mills 9.00, tailor shops 1.85, tanneries 5.00, wool and hides 1.75.

In 1866

The Morris Fire & Inland Ins. Co. of New York, organized in 1864, was closed in February, 1866, because found insolvent. With \$500,000 capital, it began under the Morris Plan of writing any kind of risk at "an adequate rate," well scattered. B. C. Morris was the author of this "plan" to write enough of high premium risks to meet the expected more numerous losses. The first twelve months or so showed a seeming profit of a third of a million, but five months more brought failure. The Columbian Marine, also on the same generous plan, wrote over \$6,000,000 premiums in 1864. Morris said "it is the strongest company in the United States, not excepting the Atlantic." But the Columbian soon failed.

False and Misleading Advertising.—Among complaints served the Federal Trade Commission in September is one against C. W. Parker, books. Portland, Ore.

Mournful Facts

About 48 American legislatures, with many ambitious and inexperienced members, will soon be in session. They will introduce 144,000 bills of which 48,000 will become laws, and 48 will be vetoed, and 90,000 will be defeated and 6,952 will die in committee. Of the 48,000 new laws 900 will be read by the people, 100 will be repealed by the next legislature, and 38,000 will be enforced for which in some places, and all the time in all places if they add to the tax collections. The average patriot will break new and old laws generally where and when he can safely do so—because he did not make them.

Interinsurers

Interinsurance associations, bureaux, exchanges, reciprocals, alliances, underwriters, etc., operating in Oregon collected \$155,730 net premiums and incurred \$313,186 losses in that state last year. Lumbermen's interinsurers were heavy losers. Six escaped any premium tax, and twelve paid a small total on premiums over losses. Let's see, didn't the interinsurers say stock company rates were too high?

**Put A Ring Around The Date
In Your Calendar**

May it not be a good idea for fire insurance companies when ordering 1921 calendars to also order a ring around "9" in the October leaf or square, or star it, and explain below that it means "Fire Protection Day."

	Assets	Liabilities	Surplus	Unearned	Premiums	Income	Outgo	Losses	Expenses	L %	Ex %	Pac Premiums	Pac Losses	L %
Home Underwriters, New York.														
Capital . . . \$ 6,000,000	54,595,060	32,769,094	21,825,966	27,092,883	35,036,287	37,429,211	28,573,574	13,957,847	13,115,727	38.5	33.4			
Net Surplus . . . 15,256,704	50,291,006	29,031,302	21,256,704	23,559,949	31,598,247	33,701,319	26,650,014	14,607,222	10,542,792	46.2	33.7			
	14,048,652	25,047,401	19,001,251	20,290,351	25,051,741	26,830,979	21,333,521	11,338,315	8,435,206	13.8	36.4			
	1917 40,047,515	19,395,767	20,651,748	16,179,042	18,829,422	20,523,868	19,229,209	11,051,671	6,857,538	58.7	37.7			
	1916 37,982,744	18,446,567	19,536,177	15,878,826	18,245,129	19,889,314	17,878,250	9,708,418	6,884,926	53.2	37.0			
Hudson, N. Y. 1918 . . . \$ 500,000	2,043,770	710,394	833,639	456,171	707,172	705,481	339,376	66,218	273,158	9.3	43.6	98,371	14,448	14.8
Capital . . . \$ 500,000	1,486,853	2,500	984,353			1,005,856	35,506		35,506					
Net Surplus . . . 833,376														
Illinois Fire . . . Illinois 1876.														
Capital . . . \$ 200,000	357,858	80,859	276,998	77,127	78,337	91,942	81,156	31,733	37,368	40.5	47.6			
Net Surplus . . . 37,311	314,079	76,767	237,311	70,951	59,646	87,999	46,594	38,399	38,399	78.1	64.4			
	1918 316,355	87,114	229,241	72,945	53,073	87,340	351,237	80,148	46,376	151.0	87.4	6,414	7,920	123.7
	1917 585,568	309,059	276,509	88,809	39,752	74,484	222,895	157,913	46,507	397.2	117.0	15,129	21,257	140.5
	1916 677,379	402,345	275,034	200,390	135,953	515,272	877,355	63,798	127,569	46.9	93.8	29,578	21,665	73.2
Illinois Underwriters	6,373,119	4,443,751	1,929,368	3,636,597	4,050	4,341,382	3,953,375	1,752,035	1,730,506	43.2	42.7			
	5,340,185	4,199,993	1,640,191	3,345,370	3,674,470	3,879,392	3,673,103	2,100,681	1,472,422	57.2	40.1			
Imperial Assurance														
Capital . . . \$ 200,000	1,920,208	657,594	1,062,614	568,639	710,965	927,359	573,548	262,837	290,711	37.0	40.9	70,903	21,944	33.3
Net Surplus . . . 862,614	1,585,735	574,762	1,010,973	497,955	594,049	1,008,301	494,627	282,874	221,753	42.6	37.3	71,709	14,175	19.7
	1,071,657	523,430	539,227	462,369	532,293	568,487	435,392	224,663	190,729	41.9	35.6	61,799	14,407	23.3
	1917 959,530	459,263	500,267	462,369	485,204	516,788	435,615	231,614	184,001	47.7	37.9	51,440	25,831	50.2
	1916											55,441	30,18	54.5
Independence Fire, Phila., 1910	421,499	121,350	300,149	87,880	167,095	187,864	191,172	66,104	68,128	39.5	40.8	6,789	5,974	86.3
Capital . . . \$ 200,000	410,557	110,186	300,371	81,178	160,941	178,263	159,351	85,954	63,397	53.4	39.4	14,197	6,216	44.0
Net Surplus . . . 100,149	390,768	98,362	292,406	70,315	119,516	135,366	105,492	48,724	46,768	53.9	40.9	11,560	2,213	10.5
Industrial Fire . . . Ohio, 1912	929,317	484,657	444,659	356,321	582,713	633,671	585,977	323,554	175,907	55.5	30.2	7,443	9,949	133.7
Capital . . . \$ 300,000	878,270	514,892	463,378	324,413	587,503	634,838	632,331	463,978	188,373	78.9	32.0	11,564	10,006	87.0
Net Surplus . . . 141,659	846,075	515,475	330,600	313,310	462,920	568,529	435,627	301,385	117,242	64.6	25.3	11,560	2,113	18.2
	1917 794,101	385,542	408,562	295,733	559,920	1,84,595	292,409	157,176	121,733	28.0	21.7	17,104	833	4.8
Ins. Co. of North America														
Capital . . . \$ 4,000,000	35,018,152	20,166,269	14,851,883	13,440,522	20,999,579	22,425,358	18,279,473	8,593,592	8,116,691	40.9	38.7	1,343,774	407,432	30.3
Net Surplus . . . 10,851,883	17,878,896	12,922,517	12,217,809	10,637,040	20,784,335	21,950,179	19,003,213	10,629,416	7,733,797	51.1	37.2	953,963	355,367	37.2
	1918 28,477,243	16,159,741	12,317,502	10,637,040	20,051,478	21,108,762	16,071,168	9,283,964	5,889,793	46.3	29.3	827,095	238,632	30.6
	1917 23,770,663	12,926,485	10,844,178	9,408,342	14,569,551	15,556,531	12,477,892	7,015,469	4,862,423	41.7	33.4	579,280	174,700	30.0
	1916 20,833,450	10,758,407	10,080,043	8,171,047	11,513,463	12,306,223	10,371,329	5,856,117	4,035,212	50.9	35.0	523,570	268,763	51.0

i Incurred.

Scottish Union & National U. S. Manager

J. H. Vreeland, previously assistant manager, has been appointed manager of the United States department of the Scottish Union & National Insurance Co., to succeed the late J. H. Brewster.

Manager Vreeland has been with the department, in Hartford, for four years; and before that he was with the New York office of the Liverpool & London & Globe for twenty-two years.

Nineteen states at the bottom of the list have a total population about equal to that of New York state. In the United States the nineteen states have 38 votes and the same popula-

tion in New York are represented by only two votes.

Grocer—"Now, my man, the butter you brought us last week—every packet of it weighed only fifteen ounces."

Farmer's Man—"Wull, to be sure, Sir, we'd lost our one-pound weight, but we took one of your pound packets of tea to weigh it with."—*Punch*.

Doty, Wash., patriots are doughty. They met five autos filled with Farmer-Labor-I. W. W. campaigners and "persuaded" them to turn round and march elsewhere. The Centralia shooting of American Legion parad-ers by I. W. W. is not forgotten.

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR

Write for Complete Information

The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL-JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1920	\$151,128,742
Fire and Marine Assets	\$72,148,717
Surplus to Policyholders	\$24,565,125

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine
COMMERCIAL UNION
ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
 PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

MARINE

Another S. B. Steamer Fire

U. S. Shipping Board str Zaca bound for Buenos Ayres burned and beached at Port of Spain. Built at Oakland, Cal.; 6,165 tons.

New Orleans, Oct. 2.—Str Speedwell, 914 tons, sank during the great storm on the Gulf of Mexico.

Government ships are being turned back in large numbers by the operators to the Shipping Board. Cargoes have fallen off generally 50 percent.

European papers report very desperate living conditions in Russia. This is essentially true of all the factory towns where there are many cases of actual starvation. Workmen under control of the well fed Soviet officials are emaciated

and too weak to produce more than a fourth as much as the well fed man could. The Russian peasants produce only as much food as is necessary to feed themselves, and will not accept paper money.

Another Poet

Oakland, Cal.—James Henry MacLafferty, insurance man and poet, is being sued for divorce.

It is said that the Home of New York recently wrote a large earthquake policy on a Chicago building.

The New England Mutual has written over \$100,000,000 new business this year.

One-man car is coming to beat the jitney and high costs.

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME INSURANCE COMPANY NEW YORK

Cash Assets, January, 1920, \$54,595,060.31

Cash Capital 6,000,000.00

Liabilities 32,769,093.99

Net Surplus 15,825,966.32

SURPLUS as Regards Policyholders . . 21,825,966.32

FIRE and ALLIED BRANCHES of INSURANCE

Aircraft, Automobile, Explosion, Fire and Lightning, Hail, Marine
(Inland and Ocean), Parcel Post, Profits and Commissions,
Registered Mail, Rents, Rental Values, Riot and Civil Commotion,
Sprinkler Leakage, Tourists' Baggage, Use and Occupancy, Windstorm

STRENGTH

REPUTATION

SERVICE

	Assets	Liabilities	Surplus	Unearned	Premiums	Income	Outgo	Losses	Expenses	L%	Ex %	Paid	Paid	L%
Merchante F. & M. Underwriters St. Louis Capital \$1,000,000 Net Surplus 1,514,679	1920 4,984,206 1919 4,562,928 1918 4,273,809 1917 4,142,834 1916 4,076,388	2,469,527 2,333,792 2,168,782 2,110,098 2,039,082	2,514,679 2,237,979 2,106,002 2,037,736 2,037,306	1,987,999 1,989,486 1,842,247 1,819,025 1,760,191	2,177,468 2,174,178 1,996,464 2,097,284 1,987,946	2,354,722 2,335,399 2,115,256 2,249,883 2,163,764	1,872,923 2,069,732 1,868,881 2,133,207 2,266,228	950,833 1,173,752 1,107,784 1,292,135 1,301,492	922,090 866,980 777,432 841,080 818,371	43.7 54.0 56.6 60.1 65.5	42.3 41.2 39.7 40.1 41.1	41,806 36,322 20,823 31,610 32,885	8,838 12,849 7,652 25,746 27,631	15.2 34.8 36.8 80.1 84.0
Mercantile Ins. Co. of Amer. 1897 Capital \$1,000,000 Net Surplus 1,013,457	1920 3,656,050 1919 3,486,704 1918 3,301,740 1917 3,211,974 1916 2,913,197	1,642,593 1,564,898 1,377,852 1,133,839 757,473	2,013,457 1,921,811 1,924,408 2,108,435 2,155,724	1,389,798 1,287,737 1,169,130 873,149 663,712	1,763,136 1,770,112 1,535,076 1,206,043 777,380	1,904,097 1,900,971 1,661,104 1,331,325 866,564	1,539,575 1,647,359 1,462,768 1,015,692 533,982	832,646 825,116 761,454 435,489 227,554	706,926 722,243 601,314 480,203 306,428	47.2 46.6 49.6 36.1 29.3	40.1 40.9 39.1 39.8 39.4	163,723 127,758 131,527 92,009 9,863	51,738 27,155 32,225 20,152 1,089	31.6 21.2 24.5 21.8 11.0
Merchants Colo., 1907. Capital \$200,000 Net Surplus 201,537	1920 738,170 1919 684,535 1918 623,789 1917 511,298 1916 492,227	339,633 331,727 289,159 212,995 166,921	401,537 352,806 334,630 328,303 325,306	344,550 292,172 248,061 192,038 153,251	415,528 346,472 288,434 221,960 186,562	454,062 378,165 320,058 256,355 216,987	332,310 304,732 292,657 202,273 177,214	136,848 152,036 106,944 93,287 80,879	177,462 137,924 130,321 92,986 79,658	43.9 45.2 42.0 43.3 42.3	39.6 30.1 41.9 42.7 44.4	140,906 140,306 29,726 99,385 89,688	33,329 37,578 10,910 27,185 43,462	23.6 26.7 36.7 27.4 48.0
Merchants F. Assur. N. Y. 1910. Capital \$400,000 Net Surplus 1,077,910	1920 3,105,713 1919 2,786,431 1918 2,082,092 1917 1,827,312 1916 1,280,567	1,627,803 1,517,318 1,036,213 800,804 554,528	1,477,910 1,269,113 1,045,879 1,026,508 726,039	1,033,372 1,043,259 792,408 573,538 418,998	1,811,804 1,792,428 1,312,758 845,305 506,855	2,031,955 1,913,840 1,424,848 954,256 694,048	1,901,318 1,325,810 1,012,466 602,695 451,391	938,503 730,872 533,938 317,379 216,386	701,591 533,938 384,778 249,566 188,088	51.8 40.8 42.5 37.5 36.2	38.7 29.8 29.3 29.5 31.5	113,699 130,527 182,889 118,874 72,858	46,664 67,682 41,509 28,578 28,688	32.1 51.8 24.1 21.0 39.3
Michigan F. & M. Detroit, 1881. Capital \$400,000 Net Surplus 464,110	1920 2,153,729 1919 1,950,400 1918 1,871,932 1917 1,665,929 1916 1,590,675	1,236,619 1,120,838 1,071,740 873,453 773,300	864,110 829,562 800,192 792,427 815,375	1,123,524 976,059 925,381 773,329 693,339	1,249,916 1,115,644 1,016,897 790,157 699,640	1,338,761 1,193,570 1,089,006 859,154 764,840	1,135,888 1,115,714 864,321 800,382 706,811	519,810 576,223 446,191 405,421 339,394	563,091 499,496 384,731 352,724 323,244	41.6 51.7 43.0 51.3 48.5	45.0 44.8 37.8 44.6 46.2	110,637 99,584 88,124 82,006 84,885	36,083 33,306 24,212 23,770 36,663	32.5 33.4 27.4 28.5 43.2
Mich. Millers Mut. Michigan, 1881. Permanent Fund \$500,000 Net Surplus 1,648,511	1920 2,536,466 1919 2,347,662 1918 1,873,597 1917 1,872,103 1916 1,483,183	1,801,602 1,734,884 1,136,454 734,864 813,788	734,864 813,788 737,143 1,577,511 1,309,567	737,265 1,975,915 1,577,511 1,138,541 1,309,567	1,371,101 1,463,763 1,168,841 1,763,982 1,589,033	1,771,531 1,416,827 1,412,065 2,334,926 1,726,614	1,341,125 1,328,181 1,169,717 1,679,885 1,208,146	696,411 816,085 636,647 836,983 702,737	477,914 512,066 396,144 728,868 505,408	50.8 55.8 54.4 47.4 44.2	34.8 33.9 38.1 41.3 31.8	169,107 169,102 81,358 58,304 58,305	34.5 34.0 25.3 25.3 25.3	

Incurred

15

Coast Review Chart

AMERICAN COMPANIES

CAPITAL FIRE SURPLUS YEAR ORGANIZED	FINANCIAL CONDITION				INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PRMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
		\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
Milwaukee Mechanics, 1852.	1920	6,796,893	4,126,632	2,670,261	3,528,154	3,764,013	4,034,613	3,181,111	1,436,010	38.1	41.4	330,557	113,930	34.4
Milwaukee, 1852.	1919	6,079,240	3,513,047	2,566,193	3,028,336	2,956,019	3,207,089	2,670,738	1,305,572	44.1	40.9	273,460	75,563	27.6
Capital . . . \$1,250,000	1918	5,272,312	3,264,578	2,307,764	2,822,145	2,700,172	2,900,172	2,322,149	1,103,347	39.4	40.9	266,816	62,728	23.6
Net Surplus . . . 1,420,261	1917	4,659,806	3,641,010	1,018,796	2,341,712	2,078,019	2,348,502	2,115,163	984,963	47.4	44.9	243,889	94,190	38.5
	1916	4,344,086	3,562,519	1,781,566	2,255,799	1,934,070	2,201,155	1,984,341	998,150	51.6	49.5	216,685	130,740	60.3
Minneapolis, Minnesota, 1892	1920	1,010,848	687,073	323,775	571,827	1,316,000	1,347,468	1,142,350	648,046	49.2	36.0	20,376	13,175	64.9
Capital . . . \$200,000	1919	806,827	513,317	263,510	422,182	884,592	950,484	852,898	499,113	56.4	37.7	31,444	8,719	27.7
Net Surplus . . . 123,775	1918	715,893	434,332	281,561	367,606	500,005	583,879	599,131	358,236	70.1	44.2	36,778	8,484	23.0
	1917	743,094	478,712	264,382	395,552	701,287	823,668	865,248	488,879	69.7	36.8	.	.	.
	1916	784,979	338,843	446,136	284,391	415,366	577,678	468,227	229,076	55.1	37.5	.	.	.
Minnesota Underwriters, . . .	1920	16,648,602	10,204,270	6,444,332	7,565,432	12,620,459	13,266,643	9,970,713	5,166,771	40.9	35.7	54,239	15,785	29.1
St. Paul, 1911.	1919	14,133,755	8,722,408	5,426,759	6,755,017	10,467,423	11,034,837	10,382,770	6,554,284	62.6	33.7	43,167	11,159	25.8
Capital . . . \$1,000,000	1918	13,632,344	8,566,917	5,065,427	6,627,190	10,351,345	10,872,242	9,372,775	5,967,069	58.0	30.9	38,643	12,111	31.3
Net Surplus . . . 5,444,332	1917	12,288,618	7,393,558	4,895,060	5,864,446	9,101,346	9,574,202	8,586,095	5,416,058	59.5	32.1	28,170	19,037	67.4
	1916	11,320,710	6,421,253	4,899,457	5,471,723	8,194,280	9,017,263	7,995,853	4,661,483	56.9	33.6	33,991	27,667	81.4
National Fire, . . .	1920	24,723,963	16,666,385	8,057,578	13,440,443	15,117,347	15,905,430	12,028,611	5,663,904	37.5	39.4	1,047,755	405,321	38.6
Hartford, 1871.	1919	21,263,293	14,588,051	6,675,242	12,038,412	13,114,949	13,779,858	11,716,674	6,258,519	47.7	38.6	1,083,196	316,577	29.1
Capital . . . \$2,000,000	1918	19,229,533	13,110,090	6,119,443	10,979,584	11,399,663	12,066,398	10,068,880	5,368,696	47.1	37.7	870,710	255,751	29.3
Net Surplus . . . 6,057,578	1917	17,572,309	11,637,565	5,931,744	9,827,943	9,535,623	10,190,454	9,041,112	4,799,650	50.3	40.3	834,019	300,679	36.5
	1916	16,226,084	10,729,739	5,496,345	9,324,661	8,894,463	10,518,532	9,293,820	5,070,756	56.3	40.8	829,465	350,840	42.3
National Ben Franklin, Pa., 1910.	1920	4,836,899	3,050,779	1,786,120	2,622,436	2,782,650	2,995,643	2,561,882	1,091,407	39.2	47.2	163,694	41,075	25.1
Capital . . . \$1,000,000	1919	4,365,274	2,683,563	1,621,711	2,301,532	2,505,447	2,701,345	2,333,002	1,119,334	44.7	43.6	124,119	28,063	22.5
Net Surplus . . . 768,120	1918	4,007,462	2,141,352	1,566,110	2,145,566	2,356,167	2,556,167	2,012,167	1,000,804	41.4	41.7	102,426	33,040	22.4
	1917	3,614,327	2,041,765	1,572,562	1,821,838	1,771,896	1,942,226	1,706,674	893,218	47.3	43.3	131,165	35,353	25.6
	1916	3,375,905	1,950,066	1,425,839	1,754,681	1,611,444	1,783,415	1,689,993	868,590	53.9	45.5	137,403	47,043	34.3

GEO. L. MCINTIRE, Sec'y

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts

Incorporated 1849

Total Assets

Total Liabilities

Net Surplus

SURPLUS TO POLICYHOLDERS,

\$ 17,303,137 34

10,824,236 46

3,978,911 88

\$ 6,478,911 88

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REDUCING PREMIUMS.

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The Manhattan Life

Insurance Co.

Organized 1850

66 Broadway, New York

The only knocker to tolerate is opportunity.

Oakland also is to have a new Orphenm Jr. playhouse.

First "they" said fire kills 15,000 Americans every year; now it is 20,000. Next fire prevention day it will be 30,000 burned to death yearly. We certainly do need foreign immigration.

Loss Ratio Not Yet Reduced

While Fire Prevention propaganda is a most laudable object, on the other hand the fire prevention measures which have been adopted are very general in character, and it would scarcely be admitted by any one having a practical knowledge of the fire insurance business, that such measures affect in any practical way the loss ratio, inasmuch as they have been confined entirely to efforts to educate the public on broad lines, which have been largely without direct results. The fire insurance companies, through their associations, have for many years endeavored to instil in the minds of every property owner the importance of improving risks, and it may be assumed that bussiness men realize the necessity of protecting their property from losses, by carrying out the improvements suggested from time to time by the underwriters and their agents.—The Chronicle, Montreal.

Many Japanese land owners in California are listing their properties for sale fearing confiscation should the initiative alien land act that will be upon the November ballot be adopted by the people.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

Assets in United States, \$3,270,655 00

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Bullets Fail; Bombs Kill

Bettors can figure with remarkable closeness on every game of chance but one—the game of life.

By the law of average an ace is drawn from the pack; by past performances a horse gallops first under the wire; even the caprices of the winds can be fairly foretold; but the brain of mortals is utterly baffled in any attempt to out-guess fate.

Thirty seven lives were destroyed in the Wall Street explosion awhile back. Of the thirty-seven victims, twelve were former

service men in the army or navy of the United States.

Doubtless among the thousands of human beings who thronged that busy corner on that fated day, there were hundreds who had never been in military or naval service, who had never run the gauntlet of lurking torpedoes or shrieking shells.—Insurance Press.

The Woolworth Co. will erect a million dollar building in San Diego.

Wonder why they didn't select Los Angeles.

ARE YOU PLEASED?

IF NOT, SEE

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BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets	\$2,192,173.14
Liabilities in United States	1,419,245.79

Surplus \$772,927.35

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General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

"Where's that infernal proofreader?" shouted an irate man with blood in each eye.

"He certainly would be right hard to find right now," said the editor un-

easily. "What's he done this time?"

"In that advertisement for my valveless motor he turned the second v into a u!" —Phila. North American.

**Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion
INSURANCE**

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Montana -- Hawaiian Islands**

Insurance Placed Anywhere in the United States and Dominion of Canada

**VULCAN FIRE
Insurance Company**

OF OAKLAND, CAL.

Capital, \$5,000,000
Net Surplus, 420,574 63
Surplus to Policyholders, . 920,574 63
**Cash, Bonds and
Secured Loans, 1,349,594 02**
Other Assets, 1771,29 00
Total Assets, 1 526,723 02

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ARNOLD HODGKINSON, SECRETARY
H. B. KEITH, MANAGER

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eral Life Insurance Compan-
ies, and of Three Fitting
Forms of Policies or
Contracts***

FREE

**State Age (about) of Self and of De-
pendents for whom Protection is wanted**

A civilization that permits any child
to worry for food or shelter is a fail-
ure.—Hu Verlore.

**WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?**

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CLEVE J. THOMSON,
Supt. Automobile Dept.

Foreclosure During Absence in France

The summons and complaint in an action on a promissory note, payable on demand, for \$35,000, and dated June 29, 1912, were delivered to the sheriff for service, June 20, 1918, while the defendant was outside the state in the military service, and, as personal service could not be had, an order for publication was obtained on July 16, 1918. The 6-year statute of limitations expired June 29, 1918.

Judgment by default was entered January 2, 1920, after defendant had returned to the state, and he on Feb. 13, 1920, moved to have the default set aside, contending that the court was without jurisdiction to grant the order for publication by reason of the federal Soldiers' and Sailors' Civil Relief Act.

The motion was denied by the New York Supreme Court. 183 N. Y. Sup. 689.

"The federal statute does not stay actions by or against those in military service."

Rains

All over the Pacific Coast territory early rains have fallen in a degree sufficient to relieve the drouth which had curtailed power and dried up many springs and wells. In California the rainfall is far ahead of seasonal for last year, and is generally much more than average to date.

John A. Sullivan, "insurance solicitor," left his motor-car in front of the San Francisco postoffice at 9 a. m. and when he returned for it at 1 p. m. he was surprised to find the machine gone. It had a shotgun in it. Along came four bandits, who took the machine and used it on their ride to the Alameda County Bank at Alvarado. The Sullivan auto was found abandoned at the roadside. Whereupon the Alameda county sheriff arrested Sullivan and took him to the bank. The cashier and other employees said he was not one of the robbers, and the sheriff then released him.

Seattle.—Sears - Roebuck Co. have let out 200 employees. Shipyards closed.

The Galveston water-front fire destroyed cargo of wheat, ready to return to Italy.
 one pier and damaged steamship Etna and The wheat was worth \$570,000.

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The Pioneer Service Income Contract of the WEST COAST LIFE is the ideal agency contract for the salesman who is ambitious to build a profitable future in the sale of life insurance. It provides:

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These Contracts are made directly with the Home Office. If *YOU* are interested in obtaining the maximum income from your efforts as a salesman, write for full information upon the subject to—

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The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover,	.	.	One Dollar
Flexible Cloth Cover,	.	.	One-Fifty
Red Pegmoid Cover,	.	.	One-Seventy-Five

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SEATTLE, U. S. A.

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\$1,950,000.00



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RELIABLE REPRESENTATIVES WANTED

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CONTRACTS
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HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

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**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

We Have Passed The

HALF BILLION MARK

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S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

He Knew Him. — "What do you mean, young man," asked the merchant of the boy, "by counting your change so carefully? Are you afraid I'd cheat you?"

"I don't know," replied the boy, "I'm just making sure that you won't. I used to caddie for you at the golf club."—Detroit Free Press.

Luck—"Reems had wonderful luck at golf yesterday."

"Did some fast playing, eh?"

"No, his playing was rotten, but he found a nest of eighteen perfectly good eggs some farmer's hen had hidden in the grass."—Wichita Eagle.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI - ANNUAL STATEMENT, JUNE 30, 1920

Assets	\$22,122,676 73
Liabilities	18,569,766 53
Capital	2,000,000 00
Surplus over all liabilities	1,552,910 20
Losses Paid to June 30, 1920	75,086,450 62

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation, Automobile Liability, and all other Liability Lines
---	---	--

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OF LONDON

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Of Detroit, Mich.

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J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance. Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sun-stroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Scottish Union and National Insurance Company Of Great Britain.

Organized 1824,

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:
Hartford, Conn.

JAMES H. BREWSTER
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,

605 Mohawk Bldg., - Spokane, Wash.,
for Montana, East'n Washington and Idaho

H. W. FORES, San Francisco, Cal.,
General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

Agents Wanted

Special or Local Agents or
Clerks or News Men

**Can Make a Tidy Bit by
Soliciting Subscriptions**

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

***This is Cash Work and
a Bonus***

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

Cause of the Troubles

The Russian Bolsheviks' leaders have been spending a lot of money in the British Isles, to foment strikes and riots. To a less extent these owners of the proletariat have spent of their gobbled gold enough to buy strikes and press aid in this country too. Fortu-

nately, the new autocracy and enemy of civilization is killing itself in Russia, its birthplace.

\$18.40 Per Capita

This is the cost of running the U. S. Government per capita in September, or \$60 per income receiver.

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER \$35,000,000

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

EDWARD BROWN & SONS
GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed \$1,250,000 00
 Capital Paid Up 250,000 00
 Cash Assets 3,296,553 33
 Net Surplus 2,197,292 47

The above Company conducts
 a general Marine Insurance
 business.

PARROTT & CO., General Agents

Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco

[Babcock Building]

Your Favorites

Did you know that genuine imported salami is made out of mule meat? that frankfurters are made out of the "overthrow" formerly thrown away, such as lights, lungs and trimmings? that the best Swiss cheese is made out of goats' milk and is white? that lobsters are killed and made red by being boiled alive?

Names

Bald, Sapp, Kindred, Toy, Glasscock, Laycock, Hancock, Moss, Vest.

Fearing a shut-down employees of a Massachusetts cotton manufacturing company have agreed to a one-fifth reduction in their wages.

PHŒNIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
 Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Chittenden
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

L I F E

—

That Life Insurance Man

Then there is the live, wide-awake chap you meet frequently who wants to insure your life and give some guarantee to your family after you are gone that a respectable income will be forthcoming to take care of pressing needs. We used to think this man was a pest, but we do not hold any grudge against him any more because we have learned that through his persistency we finally take a step that we should have taken years before. Most of us live to thank the life insurance man for the favor he has bestowed upon us.—Springfield News.

—

An Oakland paper spoke of E. H. McConkey, president of Chicago National Life Ins. Co." as being sued by Grace Wright, Oakland heiress, for \$10,000 for breach of promise, she having lived with him for fifteen years and he still declining to marry her—or words to that effect.

—

She said that her lover named Herring was altogether too derring, and was really very much "werring." Besides, he was given to swerring whenever his anger was "terring." Oh would the Judge Wood catch this Herring and bind him over to preserve her peace of mind? and he would.

—

California's taxable property is about \$1,500 per capita, a gain of \$180 in a year.

—

Heavy snowfall in the Sierras.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

709-717 Sixth Ave., Corner 41st Street
NEW YORK

AUTOMOBILE

The third of the department classes, of the three departments of the Fireman's Fund, the Automobile Department class, met on Tuesday night. The class was opened with a brief talk by President J. B. Levison, in which he referred to the similar classes that had been inaugurated by both the fire and the marine departments, and outlined the plan and purpose as well as his ultimate ambition for these classes. The officers of the company offered all the assistance in their power to enable employees to learn the various branches of the business and fit themselves for higher positions, and expressed the hope that the classes would continue to develop into a well organized insurance school for the company's employees.

BUSINESS

Be a Joiner

A. J. Hobson, president of Association of British Chambers of Commerce, setting forth the labor problems of the British business man, said recently, in Washington, that it is the view of British government officials in England that every man ought to be in a union and every employer in an association.

"The man who is not in an association, or a union, is a nuisance to his government," he said. "They like to see us arranged in regular regiments because, as they say, it is so much more convenient for a government department to deal with us as one party than with each employer as an indi-

vidual. The result is we are ceasing to be a free country, because the man who is not in the union is regarded even by the government of his country as a man who is making an unreasonable use of his liberty in not joining the army he is supposed to be in, and not being at the battle he is supposed to be at.

"I think it is most deplorable that there is this insistence that every man must join the union. Many unions have restrictive clauses, such as that only sons of those in the trade shall come in the union, and other restrictive clauses directed toward an effort to form a monopoly in that trade, and if the scarcity of labor continues on long enough there is no doubt we shall be depleted of skilled men because of the restrictive rules under which that union is governed. That is one of the difficulties we shall have to face in England in the future."

In one county in Washington the subscription price of weekly newspapers has been raised from \$3 to \$4 per year to meet the high cost of production. In Pennsylvania over three hundred papers have suspended during the past two years and it is reported that many hundreds of papers in the country will be crowded out by the continued shortage and high price of paper if relief does not come soon.

Various contractors have imported thousands of laboring men from Mexico during the past two years. Many are seen on our streets daily. They are broke and looking for a job.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS UNDERWRITERS

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

OCTOBER

A Useful Publication

In its 49th year

Fire Prevention Day Proclamation

Whereas the need of the civilized world for American products to replace the ravages of the great war is especially great at this time, and

Whereas the present serious shortage of home and business structures makes the daily destruction of buildings by fire an especially serious matter, and

Whereas a large percentage of the fires causing the annual American fire waste may be easily prevented by increased care and vigilance on the part of citizens,

Therefore, I, Woodrow Wilson, President of the United States, do urge upon the Governors of the various states to designate and set apart Saturday, October 9, 1920, as Fire Prevention Day, and to request the citizens of their states to plan for that day such instructive and educational exercises as shall bring before the people the serious and unhappy effects of the present unnecessary fire waste, and the need of their individual and collective efforts in conserving the natural and created resources of America.

H. L. Gorham, a San Francisco insurance broker, driving an automobile was instantly killed when his car was wrecked.

A rock slide in Washington blocked a road and carried away a concrete bridge.

Socialistic Insurance

There is not an out-and-out socialist in the country (whether or not a college professor) who does not advocate mutual liability and compensation insurance as the first step and monopolistic state fund insurance as the next step toward the goal—the ultimate conduct of all business, all commerce and all industry by the State. All employers who speculate with mutual liability and compensation insurance are not socialists. All men who are conducting such companies are not socialists. But, every such insurant and every such company is aiding in destroying individual initiative, enterprise and individual responsibility; both are encouraging “collective ownership,” “collective management” and the holding of all “profits” as a common trust. Socialists are for mutual insurance as a means toward their end. And they do not intend to stop with insurance. They are after everything; they are especially “after” everybody with money or its equivalent.—Edson S. Lott.

Cocaine comes from a plant grown in South America. It is a fine white powder, which is inhaled through the nose like snuff. Unscrupulous dealers get as high as \$500 an ounce. Slaves to the habit will pay any price for the dope.

Rainfall in this county this month almost two inches.

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND ELEVENTH YEAR

SUN INSURANCE OFFICE
OF LONDON
FOUNDED IN 1710

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

United States Branch, 54 Pine Street, New York
P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE
INSURANCE COMPANY

Of DETROIT, MICHIGAN
ESTABLISHED 1881

D. M. FERRY, Jr., President **E. J. BOOTH, Vice President**
H. E. EVERETT, Secretary

CASH ASSETS \$2,159,729 89
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,934,000 00

PATRIOTIC ASSURANCE CO. Ltd
OF DUBLIN, IRELAND

FOUNDED 1824

United States Branch, 54 Pine Street, New York
P. T. KELSEY, Manager

CASH ASSETS \$1,494,474 12
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

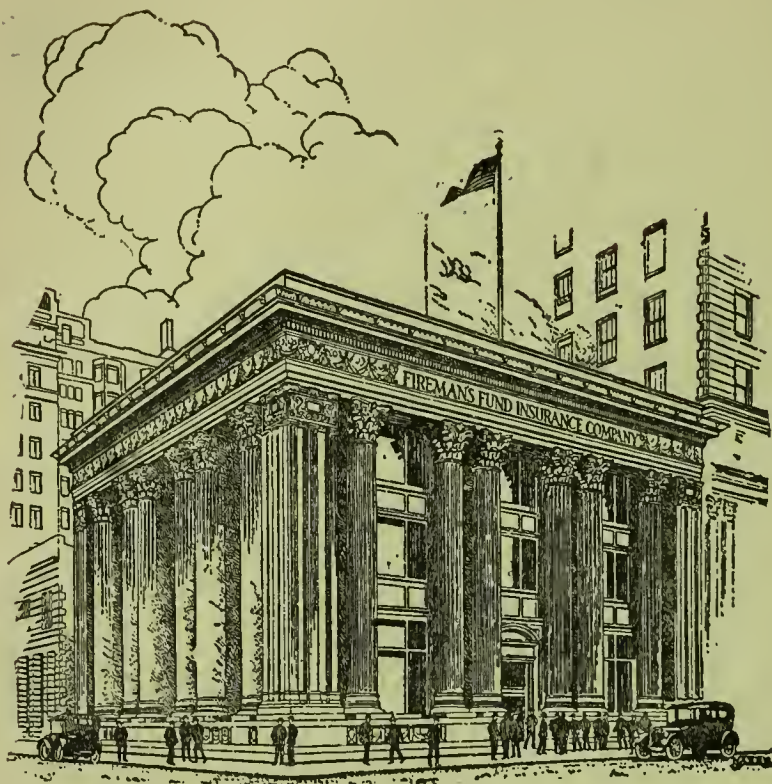
P. T. KELSEY, United States Branch Manager
54 PINE ST., NEW YORK

The Pacific Department—Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Hawaii and Alaska

CARL A. HENRY, GENERAL AGENT
SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco
AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$37,090,094.01



A broker or an agent need do no explaining when he hands his client a Fireman's Fund policy. There is no company on the Coast that is more widely known --- none with a better record.

Volume 96
Number 11

NOVEMBER

1920

MAGAZINE EDITION "A"

Coast *INSURANCE* Review

PROTECTION

An Insurance Journal and Directory
IN ITS FIFTIETH YEAR

San Francisco— 417 Montgomery Street

Telephone Sutter 1732

Insurance Publishing Co., Publishers

Automobile Business Not Wholly Satisfactory

Law Against Big Bank Agencies Not Sustained

Fire Losses Increasing in the East, and Year's American Total
Probably \$400,000,000

New York and Other Insurance Reports

London & Lancashire Promotes Wm. W. Gilmore

Home of New York to Have \$12,000,000 Capital

Life, Surety and Indemnity Decisions

Selling Life Insurance

New Fire Company Organizing in California

American Death Rate Only 13 per 1,000

Northern Life of Seattle Will Increase Its Capital

Marine Decisions

Premiums Are Beginning to Feel "The Slump"

American Fire Losses Paid in 1919

Scottish Union Will Continue to Write Automobile Business

California Fire Decision

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
Canada, New Zealand, India, Brit-
ish Isles, and Australia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65

Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

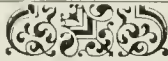
F. E. ATKINS

CHESTER S. MYRICK

P. J. MARTIN

WILLIAM A. SEXTON

FIRE



MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

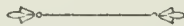
LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



EQUITABLE FIRE & MARINE INSURANCE CO.
NORTH CAROLINA HOME INSURANCE CO.
GEO. H. TYSON, GENERAL AGENT
HERBERT FOLGER, CLIFFORD ONLY
HARRY BENNER
ASSISTANT GENERAL AGENTS
SAN FRANCISCO

CHAS. A. HULME, MARINE BRANCH MANAGER

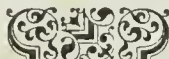
PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Coast Review's Agency
UNITED PROTECTIVE SOCIETY

(NOT AN INSURANCE SOCIETY)

SAN FRANCISCO

**A POLICYHOLDERS', DEPOSITORS' and INVEST-
ORS' SOCIETY**

**A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVEST-
MENTS AND BANKING.**

Appraisers, Adjusters, Inspectors, Accountants, Special Experts and
Counsel Employed

**INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED
INEXPENSIVELY**

Insurance and Other Corporation Reports Analyzed, and Condition, Age
Litigation, Record, and General Reputation Classified by Numbers

SPECIAL INFORMATION SENT BY WIRE OR POST

There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities,
Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars

417 Montgomery Street,

San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861

The California Insurance Co.

Cash Capital, . . . \$1,000,000 00
Net Surplus, . . . 807,000 00
Total Assets, . . . 3,184,000 00

E. T. NIEBLING, President

W. E. DEAN, Vice-President

GEO. W. BROOKS, Secretary

HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.

Special Agents and Adjusters

H. C. R. BUSWELL, Superintendent of Agencies

A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;
 R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;
 MILTON HALEY, B. A. SIFFORD, San Francisco

Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
 and at the rate of "Dollar for Dollar."

Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
 Explosion, Plate Glass, Fidelity and Surety Bond

INSURANCE

LONDON & LANCASHIRE INSURANCE COMPANY, Ltd. Of LIVERPOOL, Eng.
 Incorporated 1861

ORIENT INSURANCE CO., of Hartford, Conn. Incorporated 1867

LAW UNION & ROCK INSURANCE CO., Ltd. Of LONDON—Founded 1806

LONDON & LANCASHIRE INDEMNITY CO., of America

Organized Under the Laws of the State of New York—Incorporated January, 1915

PACIFIC DEPARTMENT—332 Pine St., San Francisco, Cal.

SAM B. STOY, Manager

GEO. ORMOND SMITH, Agency Supt., San Francisco

J. P. YATES, Agency Supt., Los Angeles

SPECIAL AGENTS—W. W. Gilmore, Geo. T. Richmond, San Francisco; Frederick W. Andrews, Los Angeles;
David H. Parry, Seattle; Toll Thompson, Portland; N. Gardner, Denver; C. A. Coffey, Spokane

AUTOMOBILE DEPARTMENT

R. F. BENNETT, Superintendent

Special Agents—Howard J. Tobin, Lyman Lacy

SURETY and PLATE GLASS DEPARTMENT

CHARLES A. PREVOST, Superintendent

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobite, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street, - San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

Alameda Dwellings Condemned

Alameda, Cal., has an ordinance authorizing the city conneil to condemn old houses. Six dilapidated former homes have just been condemned as a menace to health. Some cities need an ordinance whereby unsightly wooden business blocks can be condemned and torn down because they are a grave offense to the eye.

Stockton, Cal., is to have a cigarette factory.

MONEY

Silver in San Francisco, 78 cents an ounce. Government buys domestic silver only and pays \$1 an ounce, a premium or bonus of 22 cents. No bonus to gold miners.

Have you noticed the seldomness of National bank notes? But the old fiat 340 million civil war legal tender bob up serenely as usual.

Plenty of Federal bank notes, with 40 per cent gold behind payable only in Washington, D. C. Total in circulation now \$3,500,000,000 or \$35 per capita.

The
Metropolitan
Life
Insurance Company

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

Earth is Made of Suns

Prof. R. D. Salisbury, head of the geological department of the University of Chicago and editor of the Journal of Geology, in an address on "The Origin of the Earth," attacked the nebular hypothesis and advanced a theory of more recent years for the formation of the earth. He prophesied that the temperature of the earth instead of growing colder would become more congenial.

"The earth is not going to freeze up," he said. "Every indication is that the earth is due for a long, happy life. The earth still is growing larger, and I look for it to be even twice as large as it now is.

"This earth, according to most recent theories, was formed by the union

of millions of what are now called stars."

Plate Glass Plunging

The Lion Bonding & Surety Co. is roasted by Insurance Press, the occasion being the alleged plunging of the Nebraska company in plate glass writing. Experience generally in the recent past has not been favorable in plate glass writing and the old riskers are cautious; but the Lion plunges with \$22,955 premiums in January and \$65,519 in August. Losses may twist this Lion's tail—next year.

Statement of the ownership, management, circulation, etc., required by act of Congress August 24, 1912, of the Coast Review, published monthly at San Francisco, Cal., for November 1, 1920.

State of California, city and county of San Francisco—ss. Before me, a notary public in and for the city and county aforesaid, personally appeared E. H. Bacon, who, having been duly sworn according to law, deposes and says that he is the business manager of the Coast Review, and the following is, to the best of his knowledge and belief, a true statement of the ownership, management etc., of the aforesaid publication for the date shown in he above caption, required by the act of Aug. 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are: Publisher, E. H. Bacon, 417 Montgomery street, San Francisco, Cal.; editor, E. H. Bacon.

2. That the owner is: E. H. Bacon, San Francisco, Cal.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

E. H. Bacon, Publisher.

Sworn to and subscribed before me this first day of October, 1920. Charles Edelman, Notary Public in and for the city and county of San Francisco, State of California.

(My commission expires April 7, 1922.) (Seal).

Our Directory of Pacific Coast Fieldmen

Aetna

San Francisco—K. C. Hamilton,
G. Nathan, G. F. Roberts, G. S.
Mariner, 221 Sansome street
Los Angeles—H. E. O'Brien, G. A.
Kingman, 932 Title Insur. Bldg.
Spokane—W. S. Fotheringham
Salt Lake City—L. C. Abbot
16 Exchange Place
Great Falls, Mon.—C. C. Morris,
334 Ford Bldg.
Seattle—J. A. Murphy, State Agent
666 Empire Bldg.
Phoenix, Ariz.—L. M. McKinley
209 Noll Bldg

W. W. Alverson

San Francisco—A. M. Lovelace,
Agency Superintendent,
T. B. Clarke, W. T. Booth
Los Angeles—T. J. Keleher
Wm. C. Carlyon
Portland—W. E. Helfrich
Ward S. Jackson
Helena—Edwin Pendrey

American Eagle, Continental and Fidelity-Phenix

San Francisco—H. C. D. Keith
S. E. McPherson
Napa—A. H. Smith
San Jose—O. D. Baldwin
Los Angeles—J. T. Brockseiper
J. E. Brochiero
Phoenix—Charles C. Mills
Seattle—D. B. Scrimgeour
Spokane—D. A. McKinley
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FIRE, MARINE, AUTOMOBILE & LIVESTOCK INSURANCE

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Surplus to Policyholders, 18,128,807 40

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Number eleven

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Northern Life to Increase Capital

This well established Washington life company will increase its capital and enter other Coast and Mountain states. The capital is to be increased from \$150,000 to \$200,000 to meet the requirements of California and Montana, and enable it to enter any state in the Union.

Present expansion plans include admission to Oregon and possibly Utah early in 1921. The Northern Life's annual statement of January 1st will show an increase in assets, surplus and insurance in force, of approximately 30 per cent, with a million premium income, and some \$24,000,000 insurance in force.

Applications for agencies in the new territory to be opened soon are invited.

Bakersfield Association of Insurance Agents

The first annual meeting of this, Bakersfield, Calif., local board, elected officers as follows: president, T. C. Dodge; vice-president, W. W. Kelly; secretary, C. F. Moore; executive committee, F. W. Robinson, H. W. Thomas, C. R. Blodgett.

Oregon Agents Organize

Marion County, Oregon, local agents met at Salem recently and organized as an affiliating branch of the National Association. Practically every agent in the county is a member of the new body.

Officers: J. H. Nicholson, president; E. H. Pixley, Vice-president; E. J. Willard, Sec.-Treasurer.

How does this suit you? Six percent of ordinary domestic stove coal escapes as soot, to fall on roofs, walls, streets, clothing, etc., damaging everything and increasing laundry and linen bills enormously.

Just in front of the pastor a fire broke out in a church in San Jose. Whereupon the congregation shouted for joy. In a few minutes the flames consumed the church mortgage.

The "medium" is sure that dead men do tell tales.

The Russian soviet "government" disfranchises all men with brains. Imperial China cut off their heads.

INDEMNITY INSURANCE IN COURT

Indemnity insurer held liable for negligence in improperly conducting defense of suit against employer

Where an insurance company insures an employer of labor against loss or damage on account of injuries sustained by his employes, takes charge of a defense in an action brought by an injured workman, and through negligence in not properly conducting the defense judgment is obtained against the employer for an amount in excess of that named in the policy, the insurance company is liable to the employer for the damages thus occasioned.

Violation of statute not available to insurer sued for improperly defending action against insured

In an action brought by such an employer to recover from the insurance company the damages thus sustained, where the company could have set up as a defense in the action by the employe that he and the plaintiffs were engaged in using dynamite in a coal mine in violation of law, and that the injury to the employe was thereby occasioned, that fact cannot be set up by the insurance company as a defense.

Employer suing insurer for improperly defending suit held not guilty of contributory negligence

The employer is not guilty of contributory negligence where he employed an attorney to assist in the defense who had no control over the litigation, and who only did those things he was required to do.

Causes of action for negligence not inconsistent when one does not defeat the other; "inconsistent causes of action"

Causes of action based on acts of negligence alleged in a petition are not inconsistent with each other when they can stand together, when one does not defeat the other, and the truth of one does not disprove the truth of the other.—*Anderson v. Southern Surety Co.*, 191 P. 583.

SURETY COMPANY IN COURT

Bank president not dealing at arm's length in procuring personal loan

Where the president of a bank, who with his brother dominated the institution and formerly owned a majority of the shares, although they had been secretly pledged to secure a loan, induced the cashier, whom he was authorized to control, to approve a loan to himself and brother, the president cannot be deemed dealing with the bank at arm's length; and, where he and his brother were insolvent, the surety on his bond is liable.

Bank president liable on bond for loans to himself and brother when insolvent, though cashier acquiesced

Where president of a bank, knowing that he and his brother were wholly insolvent, procured loans to themselves, the surety on the president's bond is liable notwithstanding the cashier was induced to acquiesce, for under the circumstances the cashier, if he knew of the falsity of the representations that the loans were proper, was not a free agent; it ap-

pearing the president had carefully concealed from the cashier the pledge of a large amount of his property, including stock of the bank.—*American Surety Co. v. State ex rel Booth*, 127 N. E. 844.

Above action by the State of Indiana, on the relation of Guy M. Booth, receiver, against the American Surety Company of New York and another. From a judgment for plaintiff, the named defendant appeals. Affirmed.

LIFE INSURANCE IN COURT

Admissions by director as to terms of employment held admissible in action for services

Under the objection that was made, it is held that the questioned testimony of statements and directions given by the secretary of the defendant company, who was a director and member of the executive committee of the company, as to plaintiff's employment was admissible.

Admission of check stubs held not error

The admission of stubs of checks, which corresponded with the checks themselves, that had already been received in evidence, was not error.

Letter by defendant's officer to its attorney held properly excluded

No error was committed in excluding a letter written by an officer of the defendant to its attorney.

Self-serving declaration in corporate minutes not admissible against persons not privies

Self-serving declarations in the minutes of a private corporation are

not admissible in its favor as against third parties not privies to the entries. —*Royce v. Farmers Life Ins. Co.*, 191 P. 581.

Payment to insured's estate on death inflicted by beneficiary not contrary to public policy

Public policy does not condemn an undertaking to pay insurance to the estate of one insured who has died from injuries inflicted by the named beneficiary.

In absence of contract exemption, policy is payable to insured's estate where no beneficiary is named in policy, though insured came to his death through assassination.

Murderer of insured cannot collect insurance

Beneficiary who murders insured cannot collect the insurance.

Exemption proviso as to disability held not applicable to payment of death loss

Where life policy in terms differentiated between death and specified disabilities, provision that policy did not cover "disability resulting from intentional injury of the insured inflicted by himself or any other person, whether fatal or nonfatal," held not to exempt insurer from payment of death loss, in view of Code Supp. 1913, being applicable only to loss through disability.

The decedent obtained a policy of insurance in the defendant company. Gus Kascoutas was the beneficiary if he survived the insured. He intentionally caused the death of assured. The appellant administrators

contend that this gives the estate of decedent the proceeds of said policy. The trial court took the contrary view, and directed verdict for defendant. Plaintiffs appeal. Affirmed and modified.—*Kascoutas v. Federal Life* 179 N. W. 133.

Complaint to recover premiums held not demurrable

A complaint to recover insurance premiums paid, which alleged that the liability of successors of original insurer, which acquired the insurance, was limited, whereas, the original policy was for unlimited liability, and that the limitation was fraudulently concealed from insured, for the purpose of collecting premiums from him, states a cause of action as against general demurrer.

Premiums cannot be recovered without proof that company knew that insured was ignorant of lessened liability and concealed facts from him

Insured cannot recover premium's paid to the successor of original insurance company, on the ground that under the contract for reinsurance the liability was limited, and the policies of less value than the original policies, which fact was fraudulently concealed from insured, without proof that defendant company knew that insured, when he paid the premiums, was ignorant of the limited liability and fraudulently concealed such fact from him.—*Western Life Indemnity Co. v. Lindsay*, 127 N. E. 841.

Prohibition of surrender charge applicable to foreign as well as domestic insurance companies

Ky. St. § 659, forbidding an insurance company making a surrender charge, although in terms applicable to domestic companies, does not apply to such companies only, in view of Const. § 202, providing that foreign corporations shall not be allowed to transact business in the state on more favorable conditions than domestic corporations.

Provision reducing extended insurance in ratio of loan on policy to cash value at time of default held void

A proviso, in a clause as to automatic extension, upon nonpayment of premiums, as nonparticipating term insurance, that "if any indebtedness exist against this policy at the time of such nonpayment, the amount of this policy shall be reduced in the ratio of the indebtedness to the then cash value," was void as against public policy, as inflicting a burden or penalty for forbearance or use of money over and above the interest rate, as distinguished from a non-borrowing, policy holder.—*Security Life Ins. Co. v. Watkins*, 224 S. W. 462. Ky. C. of A.

"You say you served in France?" asked the restaurant proprietor, as he sampled the new cook's first soup.

"Yes, sir, officers' cook for over two years and wounded twice."

"You're lucky, man. It's a wonder they didn't kill you."—*American Legion Weekly*.

FIRE INSURANCE IN COURT**Law of state where contract was made governs**

Where fire policy contract was made in Maryland, the question of whether insurance agents had authority to waive conditions of policy was governed by the Maryland law.

Agents without authority to waive iron safe clause

Agents who countersigned and delivered fire policies entered into in Maryland could not, according to Maryland law which controlled in such case, after delivery of policies, but before payment of premium, waive future compliance by insured with iron safe clause.—*Cohen v. Home Ins. Co.*, 111 A, 264.

Brokers held without authority to accept notice of cancellation

Persons engaged by the insured to place insurance on his property, whose custom it was to give notice of any cancellation and to procure other insurance if possible, should be treated as mere brokers, and not authorized to accept notice of cancellation.

Persons placing insurance held not agents to receive notice of cancellation

In an action on a fire policy, where the insurer relied on notice of cancellation given to brokers employed by the insured to effect the insurance, evidence held wholly insufficient to show that they were ostensible agents within Civ. Code, § 2300, and as such entitled to accept notice of cancellation.

Agents to procure insurance have no power to consent to cancellation

An agent employed to procure insurance has no power to consent to a cancellation, or accept notice thereof; his authority terminating on delivery of the policy.

Evidence, coupled with schedules, insufficient to show amount of loss

In an action on a fire policy insuring a dry-cleaning establishment and garments therein, schedules, containing names of persons lists of garments, and sums of money, in three columns, unsupported by any other testimony as to value, are insufficient to establish the value of the garments lost.

Appellate court must reverse erroneous judgment in lump sum, as it cannot make findings of fact

Where the evidence as a whole did not show that the value of the property destroyed equaled the amount of the judgment, although there was evidence as to the value of some of the articles of a particular kind destroyed, a judgment for the insured in a lump sum for such articles must be reversed by the appellate court as it has no authority to make findings.

Preliminary proofs not admissible to prove loss

Preliminary proofs of loss are never admissible at the trial as evidence of the fact of loss or the amount thereof—*Lauman et al. v. Concordia Fire Ins. Co.*, 192 Pac. Rep. 128 Appeal from supr. ct. of Los Angeles county. From a judg-

ment for plaintiffs, defendant appealed. Reversed.

By-laws of board of fire underwriters not illegal as in restraint of trade

By-laws of board of fire underwriters in particular city, obliging members of the board to confine their business to companies having board agents, and forbidding members to give or to accept business from nonboard agents, held not invalid as amounting to an unlawful restraint of trade.

Acts of board of fire underwriters in expelling members for delinquency of company not unlawful

Acts done by members of board of fire underwriters in particular city, pursuant to by laws obliging members of the board to confine their insurance business to companies having board agents in that the members of the board expelled and refused to have dealings with two members whose company had appointed a nonboard agent, held not oppressive or unlawful towards the agents of the offending company; the acts of the board not constituting an illegal "boycott."

Conditions of illegal boycott stated

It is unlawful, even in the absence of statute, for two or more persons acting in concert or combination to resort to force, intimidation, threats, or violence to secure the accomplishment of the objects they have in view, though they in good faith believe that such methods are necessary to

protect their interests, or to engage in a boycott not to promote their own interests or legitimate business but to injure the trade or business of another.

Insurers cannot complain of acts of fire underwriters in refusing to deal with nonboard companies

Insurance companies cannot complain against a board of fire underwriters or its members for the acts of the board in enforcing by-laws requiring members to confine their business to companies having board agents.—Booker and Kinnaird v. Louisville Board of Fire Underwriters et al. 224 S. W. Rep. 451.

Part of money paid on fire policy, on innocent misstatement that it was the total insurance, recoverable

Money paid on an innocent misstatement of the other party may, in an appropriate case, be recovered back, as where paid on fire policy, on misstatement that that was the total insurance, when the policy limited liability, in case of other insurance, to a proportion of the loss; but in such case the right to recover back—that is, the right to maintain action for money had and received—is limited to so much as, in equity and good conscience, plaintiff would have been entitled to withhold.

Right of insurer to recover of owner payment on policy issued to owner not affected by payment being to mortgagee

Right of insurer to recover back from owner of insured property part

of money paid on fire policy issued to such owner, loss, if any, payable to mortgagee, is not affected by the payment having been made to the mortgagee; the payment having been made under contract between plaintiff and defendant, and having been for the account and benefit of defendant.—*Home Ins. Co. v. Murphy*, 182 N. Y. Supp. 668.

Appointment of receiver rents pendente lite held not to change insured's interest.

A provision in a policy, that the policy "shall be void if any change * * * take place in the interest, title, or possession of the subject of insurance, whether by legal process or otherwise," is not breached by the mere appointment of a receiver to collect rents pendente lite in an action to declare a forfeiture of the leasehold interest of the insured, where such receiver is not, and the insured is, in actual physical possession of the property insured.

Policy though avoiding contract if insured not owner of realty held valid, where agent knew insured had leasehold only

A policy of fire insurance stipulating that it should be void "unless otherwise provided by agreement indorsed hereon or added hereto, * * * if the subject of insurance be a building on ground not owned by the insured in fee simple," is a valid obligation of the company issuing it, where the agent who caused the policy to be issued without indorsement

had knowledge that the insured's title to the buildings covered was a leasehold estate only, and the insured was in fact ignorant of such provision in the policy until after a loss had occurred.

Policy provision limiting powers of agents of agents held not to affect knowledge of agent imputed to insurer

As to such matters so known to such agent the insurance company is deemed to have knowledge, notwithstanding a clause in the policy provides that "No officer, agent, or other representative of this company shall have power to waive any provision or condition of this policy except * * * by agreement indorsed hereon or added hereto."

Agent's knowledge as to insurability of property imputed to insurer

An insurance company is deemed to know matters pertinent to the insurability of property upon which it issues a policy of fire insurance, when such matters were in fact known to its agent at the time the latter procured the insurance.

Knowledge of insurer's agent as to title of property insured held knowledge of insurer

The knowledge of the agent of a fire insurance company as to the title by which property is held, with respect to which property the agent, acting within the scope of his apparent authority, procures the issuance of a policy of fire insurance, is imputed to his principal, and is in law the knowledge of such principal.—*Foster v. Scottish Union & National Ins. Co.*, 127 N. E. 865.

MARINE INSURANCE IN COURT**Forwarding agent held not required by contract to insure against war risks**

Where plaintiff's version of the shipping agreement was that defendant, as forwarding agent, was to do all customary things to insure the shipper's reasonable protection, and defendant, as a qualified expert, testified without contradiction that after the Armistice shipping agents ceased to insure against war risks, a judgment for plaintiff for damages caused by defendant's failure to insure against war risks must be set aside, and complaint dismissed.—*Lambert v. F. Wm. Gertzen Co.* 182 N. Y. Supp. 637.

The plaintiff, desiring to send a package of goods to a person in Germany, delivered it, in November 1919, to the defendant, a forwarding agent, for shipment. The latter shipped the package on the steamer *Kerwood*, which, at some time prior to December 8, 1919, was sunk near the Netherlands coast by coming into contact with a floating mine. The defendant had caused the plaintiff to be insured against ordinary marine hazards. The action was brought upon the theory that the defendant should have had the shipment covered against war risks.

Railroad Accident

On Salt Lake R. R. near Manix, Cal., Pacific Overland train east-bound, plunged from bridge. One passenger and two railroad employees were killed; thirty passengers were injured.

A Strange Marine Insurance Case

Broker must disclose nature of cargo carried. Non-disclosure relieved insurer of liability, though loss occurred when ship was returning in ballast. Case of *Mann, McNeal & Stevens*, insurance brokers, Liverpool and London, against the Capital & Counties and the general M. Underw. Assn., in Kings Bench Division. Reported in Insurance and Financial Gazette of Oct. 1.

Four-masted schooner, *Elmir Roberts* from U. S. port to Bordeaux, France with cargo of wooden staves and 2,500 drums of gasoline, arrived safely and discharged. On return voyage was lost. Claim contested on ground that the hazardous character of the cargo was unknown to the underwriters. Justice Greer gave judgment in favor of the defendants.

We quote from our Trans-atlantic contemporary:

His Lordship, in giving judgment, held that gasoline was a dangerous substance, that it formed part of the cargo, and that it should have been disclosed, and that, in the absence of enquiry, it could not be presumed that the underwriter was aware of the nature of the cargo. In certain cases it would not be necessary to disclose what the cargo was, as it could be presumed that the underwriter knew.

"The ship was not lost when carrying gasoline; the loss was not in any way associated with that cargo; that risk was over and done with; and yet, consequent on non-disclosure of an antecedent risk, judgment was

given in favor of the underwriters.

"The case presents most unusual features. One of these apparently is that marine business is transacted in a slipshod manner.

On what basis are risks accepted and rated?

"That the nature of the cargo would be a most material element of risk is self-evident. That a risk should be accepted in the blind, and without this information being known, not even so much as asked about, strikes one as asking for trouble, and devoid of ordinary intelligent underwriting instincts."

Evidence given by underwriters was conflicting. One officer of a company which paid a loss on the risk was of opinion there was no obligation on the part of a broker to disclose. Underwriter for another company testified to the same effect. A representative of insurance brokers at Lloyds said there was no obligation on the part of the broker to disclose the nature of the cargo carried; it being the duty of the underwriter to protect his own interests and to look after himself.

The underwriter of one of the companies sued asserted that the broker should disclose the nature of the cargo; but sailing from New Orleans it would not be necessary to disclose the fact that cotton was the cargo: sailing from some other port it would be necessary to make such disclosure.

The underwriter of another company said that nature of cargo was a material fact. He never had been

given nor had asked information as to the nature of a cargo: it was the duty of the person obtaining insurance to say what the cargo was if dangerous.

Real Estate Agent

Broker's agreement for sale of real estate must be in writing.

A person acting only in one transaction *held* to be a broker within statute requiring written contracts.

Broker's contract with officer and stockholder of corporate owner must be in writing.

Stockholder *held* not liable for commission on parol agreement for sale of corporation's land on theory of advantage to him.—Cal. 191 P. 1000.

Realty—Where agent has some authority in leasing premises, and landlord disaffirmed, a tenancy at will resulted. 182 N. Y. S. 690.

Rent. Acceptance of rent after due held not a waiver of right to forfeit bonus for prompt payment.—182 N. Y. S. 695.

Partial eviction relieves tenant from liability for rent.

Tenant cannot hold part of premises and refuse to pay rent because entire premises not delivered.—182 N. Y. S. 646.

Tenant. Where original entry was with permission, summary proceeding, on the theory that tenant was an intruder and squatter cannot be maintained.—182 N. Y. S. 690.

GENERAL**Home of New York to Have \$12,000,000 Capital and to Add \$3,000,000 to Surplus—Business Increasing**

The stockholders of the Home Insurance Company of New York will meet soon to authorize the board of directors to increase the capital stock to \$12,000,000, thus doubling the present capital. The new shares are to be sold at \$150, par value \$100. The third above par, realized by the sale of new shares, will add \$3,000,000 to the surplus. The assets on January 1 are expected to reach \$65,000,000.

Post-War Readjustment

The Chamber of Commerce of the United States quotes its committee on statistics as saying that post-war readjustment is at hand, "with no prospect of financial panic in sight."

The course of prices, the report sets forth, will continue downward. Merchandise stocks by January 1 will be smaller than for many years.

"We are over the top and on the down grade in most phases of industrial and commercial life," says the report, "although there still continues to be exceptions to this general statement. Finished lines of metals, drugs and automobile sundries are among the most notable exceptions, especially as to price changes, which are few as yet in these particular branches of business.

"Demand in all lines is slackening. It is everywhere a case of most conservative buying rather than any great increase in supply. We are

having a vivid illustration of how our usual volume of business is made up largely of things people do not really need. Also, we see how people will get along without things they once thought indispensable, once the fit of economy is on them.

"Manufacturing and mining are meeting the situation, in the usual fashion, by running on reduced time or shutting down altogether. This has already meant, in some cases reduced wages. Zinc, lead and copper mines see no call for going on producing when they cannot sell their ores and when prices keep on declining. Just now the need of the country seems to be for more consumption rather than more production.

"Talk of stabilizing prices, so as to save the situation, no longer interests any one save a few hopeless theorists. The laws of supply and demand will, in time regulate matters.

"The entire business world is steadily trending to that readjustment which we have talked about so long. We have been through it before, several times, and we will go through it again, and successfully. This time it is robbed of its greatest terror, financial panic and ensuing disaster. And through it all, the Federal Reserve Bank System will be a refuge."

Insurance men of all kinds are taking notice. Premium gains will be much smaller—indeed, premium incomes may be less.

—Toledo, Ore., saw mill shut down indefinitely for lack of orders.

Northern Life of Seattle Will Build New Home—Premium Income This Year a Million

The Northern Life Insurance Company of Seattle has purchased the southeast double corner of Third avenue and University street, for a consideration said to be \$250,000, and will improve the property with an office building.

This company is prosperous and will expand and with increased capital enter other states.

Decline and Fall of Nome

Nome, famous mining beach town on the west coast of Alaska, and once the home of thousands of men who prospected and "mined" the beaches, is said to be almost deserted; and in the future it will be the supply place only of the few who are interested in the low-grade ores to be found in the vicinity.

Delano Incendiary Case

Further particulars of the arson case are as follows: A boy of 20, Henry M. Ingram, confessed that Florence M. Longland, a professional nurse, aged 36, from Willits, Calif., persuaded him to set fire to her house near Delano, Calif. It was conspiracy. The Longland woman was in Nevada at the time.

The Ingram "boy" took a bucket of distillate and set in the basement against a wooden partition. He then thrust a sack into it and left a corner hang over as a fuse. Applying a match, he rushed out, crying "fire."

Willard seems to have been a full blood member of the Easy Mark family, for he gave also to the Longland woman \$5,000 with which to buy a business for him at or near Stockton. At last accounts the money was still in bank in her name.

The unsympathetic jury who heard the evidence quickly found the nurse "girl" guilty of conspiracy to commit arson.

The ranch and house had been deeded to the woman on her promise of marriage, by Clark E. Willard, who then insured the house for \$5,000 and paid the premium.

Incendiary and Automobile Theft.

Kenwood. Cal.—A ranch hand, with a suggestive name, Steve Livkow, is under arrest on charge of stealing a pleasure car. It is reported that he confessed to entering Ned Wilson's store, some time ago, and stole automobile tires; and to cover the theft he set fire to the store. Building and general merchandise destroyed, with \$17,000 loss.

Utah.—The International of New York, in 1919 wrote in Utah, \$10,889 premiums and incurred \$9,386 losses. The Safeguard withdrew this year. The Potomac had near 80 per cent losses; also the Reliance, and the Republic. The Stuyvesants loss ratio was over 90 per cent. The Superior's was nearly 80 per cent. The South Carolina does business in this state. Average loss ratio incurred 53.2, for all the companies.

MISCELLANEOUS**Industrial Report**

Rather better was this year's experience compared with last year's, according to the California Industrial Accident Commission's report just made public. Fatalities and injuries decreased.

This year 1714 workers were permanently injured. There were 108,947 industrial injuries; 28,974 lost over a week's time.

**Industrial Life Men Are
Mostly Brunettes**

At the annual conventions of industrial life companies, notably at the banquets, the very large proportion of dark haired young men and the very small proportion of blond young men will be noted by any observant person. This disproportion, at least on this Coast, has been remarked by the writer at all of the industrial insurance meetings he has attended.

There is a reason, possibly a psychological one. The average dark-haired solicitor of industrial life business is probably more successful than the average light-haired man; and it may be that the former is better fitted for the work because more in sympathy with the class dealt with, or he may be of a more genial type and a better collector.

Splinter Kills

A Courtland, Cal., banker died from blood poisoning following the removal of a splinter from his hand.

Air Transportation

Airplane insurance thus far has not been profitable, we are told. The factory and shed or hangar hazards are great, and include varnish, oils, spontaneous combustion, explosion, ordinary and extraordinary fires, damages and destruction by accidents on arising and alighting, collisions and falls. But future developments may be as astonishing as were those of automobile pleasure and commercial transportation. Airplane insurers are giving the problems of this new branch the study and discussion which will solve them; and by reducing the hazards of flight and manufacture and storage will make airplane underwriting profits certain. The pioneers will receive and retain the lion's share of the best business when airplaning will be a pastime and travelling and carrying by air routes safe, regular and universal.

Deserves a Medal

The society which recognizes bravery should take note of this story from Olympia, Wash.:

Just outside the city limits at 5 a. m., a dwelling caught fire and burned swiftly. Asleep on the second floor and in the attic were the parents, three boys, five girls and a baby—eleven constituting the Boone family. The eldest son, Harold, aged 15, gave the alarm and began the rescue work. At the risk of his life he entered the burning house several times, and carried out several children. As he crossed the threshold to rescue his 5-year old brother from

the attic the roof caved in. Little brother was burned to death and Harold, himself was injured.

American Street Railways Unjustly Treated

The affairs of the most of the street railways of this country are in a wretched condition. Traction securities are a joke. Only the innocent, the inexperienced, as women for example, are likely to invest in bonds or stocks of street car lines, in these times.

Of all public utilities, these are most unjustly treated by politicians; some of whom deliberately try to force them into bankruptcy and substitute municipal ownership, in order to "build up the machine." Yellow journals stir up prejudice against public utility corporations and claim for municipal and state ownership and management.

Grafting authorities and labor leaders insist on higher wages for carmen but refuse to allow increased car fare. Such treatment, of course, causes distrust of the rulers of cities, and is resented by investors, who shy at municipal bonds, and demand higher interest on bonds for public improvements.

Look both ways! Wouldn't that be a good catch line for accident insurers? When you cross street or road, look both ways for automobile, steam or electric cars. Some drivers in town speed 50 feet a second. When you look and see no machine moving in either direction, a parked

auto may dart out, "with foot on the gas," and knock you down—unless you have accident insurance.

Largest Fire Capital

With \$12,000,000 capital the Home of New York will have the largest cash capital among insurance companies.

Unusual Accidents

A janitor in Oakland while stoking a furnace inhaled a sudden outburst of flames, as he was peering into the opening, and fell forward, with head and arm inside, and was burned to death.

A press dispatch says a flying blade of a whale-blubber cutter at Eureka, Cal., decapitated one workman and cut off an arm of another.

Woodmen of the World

In a recent decision by a district court in Nebraska the Woodmen of the World fraternal insurance society was referred to as on an illogical plan that meant disaster sooner or later. When the rates were changed the society was only about 58 per cent solvent, said the court, and the duty of the organization was to "so act as to perpetuate itself." The new rates are declared to be fair and undiscriminatory.

The crowded street car carries also a load of germs or bacteria of colds, consumption, lagrippe, fevers etc. Likewise the crowded movie theatre.

SELLING

If the prospect is pleased with the result of the election press him for a larger application, as general stability is now assured.

When a life salesman sells life insurance he sells what the fire agent sells—insurance for a definite time; but in addition he receives a deposit to meet the inevitable higher death cost of the future. He represents a company which is both an insurer and a savings banker or investor of trust funds. This is a fact which should steady him and increase his self-respect. A part of every premium is an investment which earns interest for the policyholder.

— "Not Ready to Buy"

Just make up your minds, boys, when you hear it said, "Oh, that fellow had good luck," that there is no such thing as a man having good luck. Good luck comes to the man who goes out and shows that warm glow of enthusiasm that your entire system must be filled with in order to place before this man's mind the reason why he should buy.

Remember this, that when a man is ready to buy he goes ahead and buys from the first man who offers him what he wants, and by the time you get there he does not need your services. You should be glad that he is "not ready to buy" and therefore has not already bought.

When you come along and meet a man that says "I am not ready to buy," that's your "cue." Tackle him hard. Make him see your proposition

as you see it, then sell him quick, rush him to the doctor, get his settlement, deliver the binding receipt and then you know that you have accomplished something, for you have sold the man who said, "he is not ready to buy" and if therefore he has not bought, then you have fallen down. Admit this to yourself. Try to study out why you have fallen down and tackle the next man with renewed determination.

An application from each prospect is something on the order of a century plant. It blooms once in a long time, and the time to get the flowers is then. Later it is gone. Some other fellow got the application and it is a long time between blooms and applications.

If you find a prospect whom you feel is really interested in insurance and he says "I am not ready to buy," he's merely stalling to possibly pass the prospect to some competitor for whom he is waiting. Remember you are a salesman and that you must create a demand for the proposition that you are placing before this man, and then fill it with one of your application blanks. The great trouble with a great many insurance salesmen is that they may be able to make this man feel the need of insurance but are not able to close the proposition. The great secret of your success lies in your being persistent enough on your closing arguments. Remember you have never accomplished anything until you see the man put his name on the dotted line.—R. H. Martin in Banker's Life Bulletin.

Putting the Seal on the Application with a Binding Receipt—Good Practice

On these two cases (in first month) I secured the first premium on a binding receipt. This was an important point with me and has been my guide and practice ever since. Experience has taught me that the first premium paid with the application clinches it. Without it, the transaction seems but half finished and the policy only half sold. The premium completes the job both for the insured and the agent. I have not yet met with anything to change my view in this respect, or with any particular difficulty in getting the premium.

When my applicant has signed his name, I observe, "Your premium is So-and-So, naming the amount. This frequently brings the question, "Well have I to pay now, or shall I pay when you deliver the policy?" Or sometimes comes the remark, "I would rather pay when I get the policy."

That is the time I tell my man what an advantage it will be to him and his family to bind the company to its \$10,000 contract to him, no matter what may happen after his medical examination has been approved. "Without the binding receipt," I add, "your \$10,000 contract begins when you pay the premium on delivery. Between that date and now, you know a lot of things may happen to you, especially in these days of auto and other accidents. Besides, you may be attacked with flu or pneumonia or something else, delaying your insurance until your recovery. Or

you may be called out of town and kept away by business preventing the delivery of your policy until your return. Now, wouldn't you rather save yourself any worry on this point? Wouldn't you like to know and feel that your contract is in full force, when you successfully pass the medical examination?" "But if I shouldn't pass, what then?" "The money will be refunded to you. The receipt guarantees this."

So much for the advantage of the B. R. to the insured. How does it affect the agent? Speaking for myself it has always afforded me much comfort and confidence. Once the application is clinched with the receipt for the premium, I have no worry about "Not Taken," no concern over a possibility of some rival agent of another company stepping in to spoil my work. The contract being signed and the consideration paid, simply awaits approval. This may seem a small thing to some, but not to me, because it practically gives me a free mind and a free leg to attend to other prospects.—Nathan Pickert in Metropolitan Life's Intelligence.

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The Set-Speech Habit

You have seen him. The so-called salesman of books, magazines, office specialties, or what not, who occasionally burst into your office or corals you at home and attempts to sweep you away with an avalanche of set phrases. You can tell by the way he sings his song that he has told exactly the same story to all the other men he has seen that day. Does

he get your order? Yes, probably two of them—"Get out and stay out!"

While this breed of salesman is rapidly becoming extinct in the rapid development of improved methods of salesmanship, the most provoking habit of the set speech still exists in the very best of salesmen. It is something that every life insurance man should guard against, lest he find himself occasionally unconsciously lapsing into the habit of repeating stock phrases. It is all very well to present certain strong points of a contract in prearranged, carefully chosen language, but there is a limit beyond which you cannot go, if you want to create an atmosphere of intimate personal contact and get on a real human-interest footing with your prospect. Depend upon it, he reacts more favorably to words and ideas that appear meant for him than to those that seem intended for everybody.

No better advice for avoiding the dangers of the set-speech habit can be given than this brief suggestion by Maxwell Droke in a recent article in *Sales Management*:

Look at every individual you meet as a man and not as a prospect. Study his habits, his problems, his requirements, and then mould your sales talk to meet the needs of the hour. Above all, don't try to sell goods to your man; let him do the buying. Get him to ask questions. A man who asks questions just naturally can't help selling himself on your proposition, if it is right.—Fidelity Field Man.

Ideal Agency Contract

Particulars of a big opportunity to become a partner in an old and substantial financial institution are printed in the advertisement of the West Coast Life on another page. No investment of money is required.

This company's pioneer service income contract provides a monthly income based on efficiency, a life income after twenty years of continuous service, provisions covering agents disability, and a mortuary fund for the agent's family. Address the home office in San Francisco. Vice-President Helser will write an explanatory letter.

Low Death Rate

American death rate this year is only 12.9 per 1,000, a decline of several points and the lowest yet recorded. "Selected" lives in life insurance are alleged to average 10 per 1,000. The low death rate this year is doubtless the result of the ravages of the "flu" epidemic in 1919-18-17, which carried off the weaker people and raised the average health and strength of survivors.

Government life insurance is not stabilizing things notably in Italy, where the socialist helrazers have been seizing industrial plants and defying the owners and the government.

British airplane statistics indicate only one fatal accident to every 40,000 miles flown. And airplaning is still very new.

GENERAL**British ex-Soldier Invents a New Fire Resister—Clad in Prepared Garments He Walks Through Flames**

A discharged and disabled soldier in London, after experimenting for years, has perfected a liquid fire-resistant which excels any other. The liquid is without color or odor, and it is claimed that its fire-resisting properties do not grow less with age; neither does its application rot or ruin fabrics, nor its cost deter. Similar preparations have not given entire satisfaction, but Jack Truro, the inventor, is confident that his new fire-enemy will meet every demand. Recently gave an exhibition which seemed convincing to the spectators.

A correspondent of Westminster Gazette gives this account of the demonstration on the football grounds:

"A huge heap of shavings was spread over the ground, and the shavings were then treated with a liberal supply of petrol. Then the petrol-soaked shavings were set alight. While the blaze was at it fiercest Mr. Truro, clad in a khaki suit treated with his fire-resister, his hands protected by gloves treated with the resister, and his head covered in a gas-mask affair, also treated with the resister, walked into the flames after the manner of another Shadrach in the fiery furnace, coolly strolled about, and then knelt down in the very middle, where the flames were thickest. Then he walked out of the fire, none the worse for his experience."

A dummy cottage was set up with

a homelike interior. One side of the interior was carefully prepared with the fire-resister. The other side was left untreated. A pair of long lace curtains hung at the windows on each side of the dummy cottage. The cottage interior was then liberally sprayed with oil and set afire. The unprepared side of the interior was instantly ablaze: the prepared side and curtains did not catch fire. Treated flannelette was not ignited by the flame of a blow lamp or torch.

Westchester Fire Sued for \$15,000 Damages for Alleged Malicious Prosecution

The Westchester Fire has been made defendant in suits for damages for alleged malicious prosecution brought by Samuel C. Wilds, Della M. Wilds, his wife, and William E. Harris, each asking \$15,000 damages. In 1918 a general store at Buffalo, Ind., owned by Wilds and insured in the Westchester for \$3,600 burned. The company denied liability alleging that the store had been set on fire. Suit was brought to collect the insurance. The State Fire Marshal investigated the fire at the time and filed an arson charge which was later dismissed. Another suit charging attempt to defraud was brought but also dismissed following a disagreement by the jury. The damage suit is the outgrowth.—Insurance World.

The Oleum refinery at Martinez is importing fresh water from Seattle. It is used as ballast by returning tankers.

PUBLICATIONS**New York Report**

Sixty-First Annual Report of Supt. of Insurance, Part 1, Fire and Marine: Jesse S. Phillips, Superintendent. Unavoidably late in publication. A book of 1660 pages.

Number of fire companies doing business in New York, 257; marine, 46. These 303 companies have (in this country) \$1,267,857,580 admitted assets. Their income (in this country) was \$859,461,043 (an increase of nearly 100 million) in 1919.

Total fire and fire-marine premiums \$673,604,255, a gain of \$94,261,798.

Foreign companies wrote about 26 per cent of the total premiums.

Losses paid, 42 per cent of premiums written. Losses incurred, about 45 per cent.

Marine premiums written by marine companies, \$28,690,075, against \$56,568,505 in 1918. Losses paid, \$14,681,680, or 51 per cent.

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Idaho Report

Nineteenth Annual Report of Bureau of Insurance of the State of Idaho: business of 1919: Howard J. Brace, State Director of Insurance.

From May 1 to Oct. 1, 1920, ten fire, three underwriters, one life, two fraternal and two casualty companies have entered, and one automobile exchange, entered the state.

These added make thirty-six new writers in nine months! Keep your eye on Idaho.

Fire premiums written in 1919 amounted to \$2,882,542, with \$1,042,046 losses incurred, or 36 per cent.

Nearly 40 million life business written, and net gain nearly 28 million—a good record for this state.

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New Mexico Report

Report of Insurance Dept. of State Corporation Commission of New Mexico; year ending Dec. 31, 1919.

Life policies in force, 22,896, gain over 10 per cent; amount in force \$51,829,314, gain 15 per cent. Noteworthy increase in claims paid in past two years. Assessment life; slight increase in amount in force. Fraternal life; good gains in insurance in force, which is now nearly half as much as in old line companies.

Fire risks written declining since 1917, but premiums and average rate increasing. Premiums, \$1,036,071, a gain; average rate, 1.60; loss ratio, 28.5. In past five years New Mexico business has been profitable.

Miscellaneous premiums, \$413,549; losses, \$128,936. Pacific Mutual Life leads in accident and health premiums. Hail business is written only by the State Farmers' Mutual. Burglary and theft premiums, \$9,862; losses, \$68.

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Wyoming Report

Business in 1919: R. B. Forsyth, Ins. Com. Fire companies admitted in 1920: Victory, Camden, Minneapolis, Caledonian-American, Globe & Rutgers, Henry Clay, Importers & Exporters, London & Scottish.

Fire premiums, \$1,087,530; losses incurred, \$404,631, or 37.2 percent. Average premium rate, 1.57. Eleven companies' premium rate exceeded

2.00 percent. Six companies had losses in excess of 100 percent. The Fireman's Fund led in premiums.

Life premiums were \$1,555,770, divided among 44 companies. Five companies entered Wyoming last year; the Columbian withdrew. Total new business, \$16,711,425. The home company wrote a quarter of the whole. Claims paid amounted to a little more than one-tenth of the premiums received.

Accident premiums, \$94,161; losses, \$29,997. Health premiums, \$50,394; losses, \$34,690. Thirty-six companies compete. Continental's health loss ratio, about 75 percent. Plate glass loss ratio about 63. Leader New Jersey had \$6,922 premiums and paid \$6,083 losses—a very losing business. Only three companies incurred liability losses—a total of \$423. Burglary and theft premiums, \$10,954; losses, \$660.

PAST

The influenza scourge "visited" this country in 1793. General Wayne reported of his little army fighting Indians in Ohio: "A great number of men as well as officers have left sick and debilitated at the respective garrisons, from a malady called the influenza," which "pervaded the whole line in a most alarming and rapid degree." The soldiers attended no balls or public meetings nor "movies" either but the disease was infectious and often fatal.

In 1796 the American paper dollar, called York currency, was worth only

20 cents in silver (Spanish) money.

AUTOMOBILES

Individual partner is liable for judgment against firm for automobile collision.—111 A. 303.

Foreign Companies

Thirty foreign companies writing motor vehicle insurance in this country last year wrote a total of \$13,154,784 premiums with \$7,251,541 losses, with 55 per cent losses. Several offices lost money.

Scottish Union and National Denies a Report—Allied Companies will Continue to Write Automobile Business

To correct an erroneous impression created by rumor arising from misunderstanding of the intentions and future plans of the Scottish Union and National Insurance Company, the British Underwriters agency and the State Assurance Company, in respect to automobile insurance, the companies unequivocally deny any intention whatever to discontinue writing this class of business throughout the entire United States or to limit such operations to a few agencies in the Middle Western States. The automobile general agency of Bently and Waterman developed a volume of business much more rapidly than the companies anticipated or desired when they established their general agency with that firm and in view of the divergent requirements of the companies and their representatives, the general agency connection is being served by mutual consent.

MARINE

Marine Loss.—Press dispatches from Manila, P. I., state that the coastwise Str. San Bazilio was struck by a typhoon and soon foundered, 300 miles to the south. Nearly fifty lives and ship and cargo lost.

Steam schooner Joan of Arc went aground on Rogue river reef.

Steam schooner G. C. Lindauer blown from moorings to beach at Albion, Mendocino co., Cal. If not salvaged, loss will amount to \$80,000.

Six Years Oregon Marine**Premiums and Losses**

1914-----	\$171,595	\$165,101
1915-----	196,190	72,666
1916-----	224,794	252,978
1917-----	283,445	39,680
1918-----	305,653	37,100
1919-----	174,999	75,288

\$1,356,676	\$642,813
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Average loss ratio, 47.4 percent. These figures are compiled from the Oregon Insurance Report.

—
The Marine Insurance Club of New York is disbanding.

A 50-mile gale is reported from Nome as doing considerable damage to coastwise vessels beached for the long, dark winter.

The Merchants & Shippers of New York, a marine company organized last year, with \$200,000 capital and \$300,000 surplus, had \$527,351 assets on January 1. Examined as of June 30, the New York insurance department would not admit credit for reinsurance in unadmitted companies. This left the net surplus \$49,438 in-

stead of nearly \$200,000. Assets are now \$462,506; unpaid losses, \$177,816; unearned premiums, \$32,797.

Press report from New York says Morgan Line steamer El Mundo, a freighter, damaged in hold by fierce fire following explosion of ship's fuel tanks.

Auxiliary motor schr. Oregon stranded off Oregon coast but was salvaged and pulled nearly 150 feet to river with a logging engine. People came miles to see the sight. Rudder fouled as she entered river.

Pacific Mail liner Newport on fire off Nicaragua coast. Fire fought thirty-six hours, into Corinto. Second fire broke out; one thousand tons of cargo destroyed or damaged. Hull brought to San Francisco.

Stockholders of Two Railroads Got Nothing

When the Western Pacific R. R. of California was organized the bonds issued by it were guaranteed by the Denver & Rio Grande R. R., an old and successful line running to Salt Lake, with branches in Colorado. The bonds built the Western Pacific from San Francisco to Salt Lake, and they sold because of the guaranty. After some years the guarantor defaulted. Suit was brought, judgment given, and the other day the Denver & Rio Grande was sold to Western Pacific interests. The stockholders of the W. P. before its reorganization were not paid nor will the stockholders of the D. & R. G. recover anything.

ELECTIONS

The quad-wrangle came off according to program and the results were as indicated by the bettors. The bettor men won. One wonderful election! The new Congress will not meet until a year and one month after the election, unless the new President calls a special session sooner, which he probably will do.

In the Pacific Northwest candidates with I. W. W. sympathies were defeated. Non-Partisan men and measures, especially in the Dakotas, were losers, a hopeful sign of restored sanity.

California was the center of attention. The alien land measure (anti-Japanese) received a large majority. It is an expression of popular opinion. Initiative anti-compulsory vaccination and anti-vivisection measures were easily defeated. The single-tax initiative measure, the pet of all cranks appearing on the ballot every two years, was voted down by a large majority. This land confiscatory amendment exempted all property from taxation except land.

No. 14, an insurance act, submitted by referendum. An act previously passed by the legislature at Sacramento. Prohibited in cities of over 5,000 population the appointment of any agent, employee of any state bank, or any subsidiary corporation thereof, or person or corporation controlled by said bank, from acting as general agent or department manager, was not sustained, though supported by the California Association of Insurance Agents.

In the East there is agitation for a similar law or rule.

In San Francisco the voters by a large and cheerful majority voted a dollar a day more salary for every member of the fire department and the police department, because of the increased cost of living. These charter amendments will increase taxes 34 cents per hundred dollars valuation, which increase will be added to prices by merchants, landlords and other tax-payers. What if 3-platoons and 3-shifts follow?

Association of Life Agency Officers

The fourth annual meeting of this agency met in Chicago last week. The general subject for discussion was "Relation of Manager and Agent to Conservation of Business." Vice-President Chas. W. Helser of the West Coast Life took part in the second discussion. C. C. Blevins of the Bankers of Des Moines took part in the fifth discussion. The sixth discussion, "What method of compensation is the most useful in keeping business upon the books?" was led by J. Kavanough of the Metropolitan "for managers." Among the address was one by Pres. Orville Thorpe of the National Life Underwriters Assn. on "Co-operative Underwriting and its Effect upon the Conservation of Business."

Our binder made some errors last month, as regards a few copies, misplacing by misfolding a few pages. If you bind, send for a correct October.

FIRES

Tannery at Albany Ore., burned. Plant of Albany Tanning Co., main buildings and contents. Loss \$30,000. Wharfage loss in New Orleans exceeded \$2,500,000.

Pouring distillate too fast, at 2255 Taylor Street, caused an explosion and did \$750 damages to tire and auto accessories in garage.

Marine—River steamer Gold plying on bay and slough, burned at pier in Petaluma, Calif.; also cargo and pier and loaded box cars on pier. The Steamer Gold was built in 1883, and belonged to local railroad. Loss about \$100,000.

Oakland, Cal.—Fire in eighth story of St. Mark Hotel, spontaneous combustion, of paints and oil. Some months ago had fire in basement. Several thousands loss. Two barrels turpentine rolled out just in time.

Oakland, Calif.—Mother placed electric iron, encased in flannel, in her daughter's bed, to warm it good by time she returned from a dance. The current worked freely and the firemen arrived just in time to save the house.

Yakima, Washington—Cyr and Guns and Sunset Motor Company. Twenty autos, including two trucks were destroyed or damaged with a loss of \$14,000.

Los Angeles—What is believed an incendiary blaze damaged factory of Angelus Lumber and Box Company about \$70,000.

Lodi, Calif.—The Old Taylor House, for years a restaurant and hotel, and of late the home of the

"Coffee Club," burned from defective flue; loss on building and contents covered by insurance, \$5,000

San Jose, Calif.—Fire in rear of 179 and 185 North 9th Street, burned two adjacent garages and two autos

Cooks Springs, Calif.—Warehouse burned with loss of \$38,000.

Healdsburg, Calif., Zerrillo Packing Company fruit plant and fruit burned with loss of \$17,000. Explosion heard, just before fire broke out.

Sacramento, Cal.—At 13th and U Streets, scavenger company's stables burned, including 38 horses and 290 tons hay, and wagons and harness. Loss \$13,000, insured.

Los Angeles—City schools paint shop burned with loss \$8,000. Spontaneous.

Marysville, Cal.—Fire wiped out grandstand and paddocks of old race-track of Knight's Park.

Kelso, Wash.—The Nestor str. towboat, burned to water's edge at Rainier.

In Modoc county, Cal., the Cooley saw mill burned, also \$1200 worth of lumber; loss \$5000, insurance, \$3000.

San Francisco—Attempt to burn Hilliard Ornamental Iron Works' plant at 19th and Minnesota Streets. Fire kindled at entrance of office, charring door.

San Francisco—Fire and water damage to Knight-Counihan Printing plant, 339 Commercial Street.

San Francisco—131 Beale Street, California Machinery Company. Loss \$4,000.

Seattle.—House at 4816—13th avenue, burned. Owned by B. Randall.

Seattle.—Factribilt Co. plant at 1828—9th avenue South, frames burned up in a few minutes. Place full of portable houses and garages. Bad roads delayed firemen. Origin unknown. loss \$10,000.

Vulcan Manufacturing Company plant at 1200—4th avenue South, pattern shop, on fire for ten minutes; damages \$3,000; origin unknown.

Burien City, Wash.—Fire destroyed dwelling house of J. Williams. Loss \$5,000, including \$600 paper money. Family at movie.

Mount Vernon, Washington—2-story Osterman building burned.

A \$20,000 loss occurred on Antonio Crocolici's ranch near San Jose, Cal. Blaze is said to have started in oily rags in corner of warehouse. About one hundred tons of prunes, and some hay and trays reported burned.

San Francisco—Italian-American Hotel, 2165 Third Street, burned like tinder. Loss \$4,500.

San Francisco—Welding and Brazing Works, 131 Beal Street, and frame building of California Machinery Co., adjoining swept by fire. Loss about \$40,000.

San Francisco.—Fire in Hermann Safe Co. plant, 216-226 Fremont st. damaged contents of second floor. Damage \$7000. Fire began in wooden partition, passing around a patent chimney.

Sacramento.—C. P. Nathan & Sons' department store destroyed and

also haberdashery of Pickett-Atterbury. Fire started before 1 a. m. and raged for three hours.

The loss at the J street department store fire, the total loss is now estimated as about \$500,000, nearly all covered. Three stores suffered losses total or partial.

Seattle.—House at 4816—13th ave. burned. Owend by B. Randall.

Employee Arrested

Seattle.—S. A. Adams, manger for C. B. De Mille insurance agency, is under arrest, charged with making two fictitious fire loss claims for a total of \$180, and approving and cashing same. Adams was formerly convicted of forgery, sent to prison and released on parole. Violated parole and was returned for three years. Says a fellow convict recognized him on street and blackmailed him. He had to raise money immediately. Adams is said to have formerly worked in San Francisco.

Speedy Volunteer

Oregon Firemen Break Hose connections in Six Seconds by Stop Watch

The volunteer fire department at Bend, Ore., is of opinion that at a recent practice drill in competition with other departments, two of its men broke the speed record when they broke hose connections in six seconds. Has anybody done it in shorter time?

The "breaking" consists in detaching two ends of a length of hose and fitting a nozzle to one end.

FIRE

Safeguarding America Against Fire

At the recent meeting of the National Association of Agents, U. S. Manager Charles Lyman Case of the London Assurance (and president of the National Board of Fire Underwriters), spoke on the subject of fire prevention. He said the National Board has nothing to do with rates or commissions, nor with the qualification of agents; but has been active in securing increased fire protection measures. It has prepared specifications for public buildings, theatres, etc, and for electrical and heating installations in the various classes of buildings. The Board has adopted a system of arbitration, under which the companies may have their differences arbitrated by a disinterested and experienced committee.

There has been established a system whereby in the event of a great conflagration, a bureau is at once established in such city. To this bureau the companies interested report full particulars of all policies involved in the conflagration. Committees of adjustment settle the various claims; "thereby greatly expediting the service which we are always bound to render promptly and perhaps even more especially bound to do in the event of a conflagration, aside from the financial loss."

There should be cordial relations between local agents and the companies, but Mr. Case has heard officials complain that local agents as a class are no longer as careful and

mindful of the interests of their companies as formerly; they no longer inspect the premises and carefully consider the character of the assured before issuing a policy. Frequently the agents speak slightly of the insurance companies. "Such feelings ought not to exist. We are dependent on each other. We cannot meet our duties to one another and to the public without the closest and most constant co-operation."

Commercial Union Appointments

Fred W. Koeckert, formerly of Denver, who recently resigned the vice-presidency of the Continental, has been appointed assistant manager of the United States department of the Commercial Union Assurance Co., succeeding Clarence S. Porter on January 1, who in turn succeeds Col. H. C. Eddy as manager of the Western department at Chicago. The new Southern department at Atlanta, comprising seven states, will be in charge of Dowdell Brown, formerly member of a general agency firm.

Portland's fire hose is admittedly in poor condition; \$20,000 for new hose is needed now.

The Caledonian, represented by Balfour-Guthrie Co., will write larger lines in this country.

Portland has a \$150,000 self-insurance fire fund, but pays \$2500 premiums for stock company insurance. The amount is to be increased to \$7,500 at once.

GENERAL

Automobile Business Not Satisfactory

Automobile hazards as assumed by fire offices are piling up losses and troubles. The auto-club exchanges or interinsurers are still getting the cream of the business, that is to say the best moral and physical risks—the big, valuable, well groomed cars in large proportion, making an average low loss ratio, with little litigation.

Of the 49 million premiums, the American companies wrote 73 per cent. The unearned premium income is not known. The Fireman's Fund led with \$2,431,157 premiums; the Home was next with \$1,818,882, and Hartford third with \$1,774,466. Some companies lost money.

The San Francisco agency meeting of the Pacific Mutual Life, recently, was a happy re-union of general and local representatives of the company in the "north of the Tehachapi" mountains district. Vice-Presidents Baker and Moore, from the home office, did the greeting at the meeting. Old-timers were there. J. M. Kilgarif, manager, headed the life men, and F. A. Stearns, manager, headed the accident men.

Alameda, Cal.—Incendiary fire. vacant house, 2215 San Jose Av., owned by L. C. Hatfield. Explosion. Man seen running from house sometime before, after carrying two 5-gal. oil cans into the place. Firemen found both floors afire.

Pacific Mutual Life Gains.

Every month this year produced much more new accident premiums over same month last year. June made the largest gain.

The Fireman's Fund is "making ready", as printers say, to occupy their Sansome street annex as soon as the present tenants vacate it.

Messrs. Manheim & Dibbern, stock and insurance brokers on Montgomery street, will find new quarters.

Edward Brown & Sons are preparing to move to 150 Sansome street.

E. F. Morhardt, secretary of the Board of Fire Underwriters, took his vacation a little late, and as he drew near his favorite hunting grounds in the mountains he encountered, not bare grounds but eight feet of snow. And this in sunny California.

I venture to suggest to aggrieved brokers and local agents that they organize a bank and take up every bank loan made on condition that the borrower place his insurance with the bank. Once a fire company was annoyed by the loss of good business long written by its agent but placed with a southern California bank agency as a condition of lending money with mortgage security. Its agents were instructed to make the loans to policy-holders in such cases. The bank agency did not attempt to twist that company's business any more.

ITEMS

Reno cannot outvote the remainder of Nevada and may therefore lose its principal industry, which has made the city and state famous.

Principal cannot disaffirm agent's authority and still retain benefit of his acts.—178 N. W. 285.

Contractor doing work accepted by owner *held* not liable for injuries to third person.—182 N. Y. S. 625.

"In a free and just commonwealth property rushes from the idle and imbecile, to the industrious, brave, and perservering."—Emerson.

"Expected" death rate on "expectation" of life, referred to very often in life insurance talk means merely "average." When a man lives to be 50 he has no "expectation" of any number of years of further life, as per table. The "expectancy" is but the average number surviving.

The announcement that the federal enforcer of the Volstead act will hereafter destroy all houses, homes, stores and storages in which illicit stills are discovered, and that already such buildings have been burned, should deeply interest fire underwriters and political economists. There is now everywhere a great scarcity of buildings in this country. Shall we look for the federal authorities later, to apply the torch to the homes and halls of anarchists, socialists, home-brewers, violators of the Mann Act, or if any constitutional amendment or inter-state commerce law? The innocent landlord and the renting public should have some rights.

Charles H. Coates, manager of the Western department of the National Liberty, was elected president of the Fire Underwriters Association of the Northwest at the 51st meeting of that organization at the Congress Hotel, Chicago.

Cotton

The Arizona-American Egyptian Cotton Growers Ass'n includes in its membership the cotton-growers of Imperial and San Joaquin valleys in California. Pickers are paid four cents a pound for average fields. The Lindsay Cotton Growers Association has been organized at Lindsay, Cal. Additional acres in the hot valleys will doubtless be given over to this crop; and if the growing of cotton is permanently successful, importation of negro labor from the South will surely follow.

Taxation in British Isles

At the annual meeting of a leading insurance company some time ago the interesting statement was made that out of every 20s. of profit made by the company today, 14s. 2d. is absorbed by taxation, and only 5s. 10d. in the pound is left for developing the business, the creation of additional reserves and shareholders' dividends, etc. This reminds us that before the war the direct taxation in the country amounted to £1 11s. per head of the population whereas it amounts to £13 5s. today. When the Armistice was concluded in 1918 the various government departments employed 418,000 persons, at the present time, nearly two years later, the various staffs total 368,000. In 1913-14 the actual expenditure on civil services amounted to £55,005,722, in the current budget £555,626,000 is provided for these services.—Policy-Holder, Manchester.

—Landlord is not obliged to repair, without express agreement. 104 A. 139.

FIRE

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William W. Gilmore Appointed Agency Superintendent of the Pacific Department of the London & Lancashire and Orient

With over ten years' experience in field work as a member of the London & Lancashire force. William W. Gilmore was on November 15th appointed agency superintendent, a promotion, we need not add, well merited by efficient and loyal service.

William W. Gilmore was born at Belle Plain, Ia., October 1, 1883. He was educated in the public schools of Los Angeles, to which city he was taken at the age of three years. Was graduated as a civil engineer from the University of California in 1906, and for two years engaged in railway and structural engineering.

He took up insurance work as examiner for the Board of Fire Underwriters in February 1908; was made city surveyor, and in July was transferred to Montana as surveyor in District F.

In December, 1919, Mr. Gilmore returned to San Francisco; joined the London & Lancashire force as special agent in central California in April, 1910, under Manager James Wyper. For about seven years he lived in Sacramento, the capital, and then moved to Berkeley, retaining the same territory, to which the Bay counties district was added on the death of Secretary Hopkins.

During Manager Stoy's illness and since his death, Mr. Gilmore has been assisting Manager George O. Smith

in the Pacific department office in San Francisco.

Scheme of Florida Local Agent

We are sure that the scheme to gather "expirations" from school children is not new, as outlined in the "retaliatory" advertisement of protesting local agents in West Palm Beach, Fla., and reprinted by the Underwriter. The first ad in a local Southern paper offered school children a pencil and ruler, provided their parents furnished the agency with information as to insurance carried and the dates their policies expired.

Several local agents joined in publishing a card, stating that "an insurance agent's expiration list is a thing of value, representing years of effort on his part; and when he disposes of it to another agent, it is customary for the latter to pay him a valuable consideration just as would be the case in the sale of any other business."

These agents countered against the tricky agency by offering a pencil and ruler to any children needing same, and in return ask for any information concerning insurance expirations, because such information belongs to the agent with whom you do business.

Some years ago the Coast Review published particulars of a similar offer to children by an "off color" local agency.

Patriotic Assurance has entered Texas.

FIELD MEN

Windom Medcraft, of the Fireman's Fund office force, has been appointed special agent, at Portland. H. B. Tickner has been transferred to San Francisco.

For the Continental office, H. C. D. Keith has been transferred to San Francisco from Los Angeles, and he and C. T. Collins are succeeded there by J. T. Brockseiper and J. E. Brochiero. Chas. C. Mills has been appointed special agent at Phoenix, Ariz.

William A. Sexton has been added to the field staff of Balfour & Guthrie general agency, with headquarters in San Francisco.

At Seattle, D. B. Scrimgeour has been appointed for that field, succeeding John P. Breeden. Phil G. Hall has been transferred from San Francisco to Salt Lake City. A. L. Merritt is not now with this office's field force. Frank V. D. Banks succeeds L. T. Anderson at Portland.

Convicted of Arson

At Oregon City, a jury found C. A. Elwell guilty of arson. He set fire to his store at Jennings Lodge on the night of December 26, 1919.

Canada fire business from 1869 to 1919 inclusive, produced an average of 58 percent losses paid.

Because nobody in the factory had a nickel or slug for the phone, to call the fire department, Chicago furniture repair plant burned to the ground before the firemen arrived.

U. S. exports still exceed imports, not mentioning Bolsheviks sent home.

East San Francisco Fire Insurance Company

Oakland is to be the headquarters of new incorporation, by Oakland and other capitalists. Articles have been filed at Sacramento. The incorporators include Thomas Gier, Edwin A. Kiel, Chas. F. Thierbach, R. F. Rathjens, John F. Siebe, and J. H. Ankele, the organizers. Mr. Ankele is an insurance man of many years' experience in this field, as broker, special agent and manager.

The capital is to be \$200,000, and the net surplus \$100,000, in 2,000 shares of \$100 and a premium of \$50.

American Fire Losses Paid

Figures recently published indicate a grand total of \$633,000,000 American fire premiums in 1919 and \$235,000,000 fire losses. This is a loss ratio of 37 per cent but does not allow for increase in unearned premiums. Marine and inland premiums and losses are not included.

What may be the probable total of uninsured losses?

Think of the great amount of wholly uninsured and partly uninsured losses! Many great corporations do not insure their properties. Many farmers and owners of small properties do not insure.

If one-third of burned property is uninsured then the American total fire loss in 1919 was \$325,500,000, or \$3.50 per capita. If two-fifths of the total is uninsured, the total was about \$392,000,000.

MEN, COMPANIES AND AFFAIRS

General Agent Tyson has returned from a visit East.

Frank M. Avery, manager for the Fire Association, has returned from a business trip in the North.

Herbert Keith, underwriting manager for the Vulcan Fire, is recovering from an attack of typhoid fever.

Manager Thornton of the London Assurance, is home again from a visit to London, where he attended the two-centennial meeting of his company.

The California state insurance department will soon move from the Royal to the Balboa building, the later two or three blocks distant on Market street. When the state building at the Civic Center is finished, the insurance department may move there as was contemplated and provided some years ago.

Old friends of Manager George Ormond Smith, associated with him in the old office of Robert Dickson, recently presented him with a very ornamental clock.

The Agricultural, Franklin, Globe & Rutgers, Hartford Fire, Home, Hudson and Security write hail insurance in Oregon. The total hail business brought \$28,425 premiums and \$5,897 losses in that state.

At the recent Sacramento fire a "safe cabinet" containing the Nathan charge accounts fell from the third floor. After the fire the cabinet was hauled out of the ruins, and it was found minus brass handles and "combination," which had melted, but the accounts were undamaged.

The sub-treasury building at Pine and Sansome streets, San Francisco, opposite the Royal Insurance building it is said must go by July 1, 1921. But where? It would make a first class gloomy jail, possibly a bank, or the home office of a comic weekly.

J. H. Stevens, who recently passed away at an advanced age, had been with the Aetna Life's accident department in San Francisco for some thirty-five years. In the strenuous days long ago he built up a fine personal business; and later was virtually offered the management of the life department also but would not entertain any proposition of that kind.

Automobile.—A grand jury recommends a law requiring owners of business or commercial autos file a bond of \$5000 to insure payment of judgment for damages.

Auto stealing this year is 25 per cent more than last year, as reported in the principal cities. Nearly a third of the increased thefts occurred in New York City.

Flour mills of the Spokane wheat district will reduce their output 50 per cent owing to lack of orders. Shutdowns are reported in many places already. There is no export demand.

Washington Marine is suing National Benefit, reinsurer, for \$29,152 Funds of defendant in New York have been attached.

Easy.—Burglars carried off a 500-pound safe at Burbank, Cal., and safely looted it.

LIFE

Fraternal beneficiary societies in New Mexico received \$302,108 premiums and paid \$309,855 loss claims, last year.

Cox was elected president of the National Association of Insurance Agents. Fred J., in fact, was re-elected. The Bulletin costs \$840 an issue. Treasurer's report shows a deficit of nearly \$3200. Some financiering!

**United States Superior Court Rules That
Milwaukee Company Must Pay Suicide
Claim**

The Supreme Court at Washington, D. C., ruled on Monday that an insurance policy on the life of a person who commits suicide is payable if all conditions of the policy are complied with. The decision upheld lower court decrees in a suit brought by Isabel H. Johnson, beneficiary under a policy taken out by her husband in the Northwestern Mutual Life. The company had resisted payment on the ground that it was contrary to public policy and previous court decisions to pay indemnity on the life of a suicide.—Insurance Press.

It appears that if you insure in an old line life company, according to the accepted mortality table, at age 40, your expectation of life is 28.18. But if you have a policy in a fraternal society, at age 40, you may expect to live 29.9 years. The inference is plain. However, your actual expectation of survival depends on your work and mode of

living, and also on the judgment with which you selected your ancestors. Long-lived ancestors warrant your scorn of mortality tables.

Some English and Scottish life companies have increased endowment, limited payment and straight life premium rates.

J. T. Wilkinson of Vancouver, B. C., is reputed to be one of the greatest life insurance men and a man with a voice like Wm. Jennings Bryan's, reaching to every corner—or scorners?

The Bankers Life's field force has made a fine record by increasing substantially the amount of new business every month this year over the same month last year. The best months were March to July inclusive, with June the best. The \$100,000,000 mark was passed November 17th.

Will the group writers ever publish their experiences with group lines as a whole? their premiums, commissions and mortality rate to expected?

Policy for \$200,000 on life of Jacob Hamon, oil man, was handed him a few hours before he was shot. Hamon died a week later.

If the British life offices increase premium rates to meet increased costs of service, as intimated, will the American companies follow suit in the great game of rising prices? And if new business falls off, and smaller policies are demanded, will premium rates increase? It is only 15 points from 85 (including renewals) to 100 per cent of the premium.

AS A MATTER OF RECORD

Sixty-three days from Suva with 700 tons of corpra the schooner Esther Buhne arrived off the heads at San Francisco in very calm weather and cast anchor. Heavy seas started the craft drifting shoreward, south of Golden Gate Park; and for a time it looked like a marine loss and a sight for beach visitors, but a tug soon appeared and drew it to safety and a dock.

**Concrete Steamship Struck and Sinks
Like a Stone—Such a Fate Was Pre-
dicted of Stone Ships.**

Merely as a matter of record we here state these facts as published in the newsprints: concrete ship Cape Fear, U. S. Shipping Board vessel, was rammed amidship by steamer City of Atlanta, and sank bow first in three minutes in 750 feet of water, off the coast of Rhode Island. Weather fine. The blow made a big hole and shattered the concrete of the Cape Fear (1693 tons). The City of Atlanta (4111 tons) damaged at bow.

**Mail Car Theft—Loss Said to be More
Than \$3,000,000—\$800,000 in U. S.
Bonds Stolen—9 Sacks of Registered
Mail Taken by thieves**

While in Council Bluffs, Ia., the mail car of a passenger train from San Francisco was robbed by highwaymen. Several men and boys have been arrested; the boys have confessed; two-thirds of the loot has been recovered; one robber says he burned some of the securities. San Fran-

cisco banks say their losses are fully covered by insurance.

Power line fell on a barbed wire fence. A mile away a California farmer touched a strand when he opened a gate. He was instantly

Radius rod broke as auto made turn at high speed. One man killed.

California's Japanese population, 70,196, an increase of 70 per cent in ten years. Percent of total population, 2.

Nov. 12.—Call money declined from 10 to 7 percent.

Sugar is now only 50 per cent above normal in wholesale price.

ANSWERS

C. W. A.—We do not know why "the giants" are so eager to write new business "in excess of the former lawful limit." We can guess and so can you.

D. F.—The Board of Fire Underwriters of the Pacific is the same Board of Fire Underwriters of San Francisco which preceded the Pacific Insurance Union and succeeded it, and changed to the present name.

T. P. R.—Printed for knowledge of our foreign readers. Write again.

L. B. M.—Very few life companies have a clause in policy whereby accepted applicant who has paid premium is not immediately insured. Case quoted was in Iowa and copied from Eastern paper.

EAST OF THE ROCKIES

Fraternal societies are opposing compulsory health insurance.

A Texas fraternal issues a whole life policy with cash surrender and loan values, and disability (including old age) benefits.

Field men of the Liverpool & London & Globe Ins. Co. are in annual session at White Sulphur Springs.

Henry Evans will soon resign the presidency of the Continental group of companies.

The U. S. Fidelity & Guaranty has declined to bid on the bank fidelity and burglary business of the South Dakota Bankers Association.

At last an Indian has been admitted to the United States—the India F. & M. of Bombay.

Wheat exports in September were about double those for the same month last year.

Flour exports, however, were only half as much.

There was a high differential against the manufactured product, in ocean freight, amounting to 25 cents per 100 lbs. Flour mill interests will now pay only 5 cents more than wheat exporters.

Why charge a cent more?

Low Death Rate

Metropolitan Life reports for September a mortality rate of only 7.5 per 1,000 among its industrial policyholders.

Seattle.—The Northern Life of this city has \$2,000,000 reserves and surplus to policyholders.

ONE THING AND ANOTHER

San Jose is noted for its Chinese weather prophet, a laundryman, whose predictions of coming rain or sunshine are printed in San Francisco dailies and trusted, with reason, by many readers. He reads the weather signs from the shrinking and sagging of his cloths lines.

* * *

But there is a San Jose barber, a white man, who also is a weather prophet, but withal a modest one. This barber studies the edges of his razors, which, with their shaving qualities, are affected by the approach of a rain storm. Under a magnifying glass the "teeth" of the blade show alterations when a rain is approaching or receding.

* * *

An underwriter in Shanghai writes the Review of London a letter criticising C. W. Starr, manager for the American-Asiatic Underwriters, and saying that the "office staff" of thirty includes "office cleaners, chit-coolies (messengers), and other natives at a few cents a day."

"If business is so easy to get, what have we (British) all been doing these past years? The business that is captured by giving banquets and cutting rates is not the sort that appeals to companies which have been 'on the job' for many years." The critic scorns the Starr description of the banquet—"the less said the better." But he is complimentary to Arthur Brown.

* * *

Do you say "I will try and" or "I will try to?"—there's a difference.

American death rate this year is only 12.9 per 1,000, a drop of 5.1. Life insurance companies also have a very low death rate, generally, and are making good their influenza losses.

* * *

Just now an umbrella insurance policy would fill a long-felt want. It is raining on this Coast.

* * *

Years ago they told of the pastor who was rebuked for his habit of exaggerating when making statements of facts. He made public acknowledgement of this fault, promised to do so no more, and concluded with these words: "I have shed barrels of tears over my faults of exaggeration."

* * *

Aviators are not drinking men but occasionally one of them certainly takes a drop too much.

* * *

Mossy Fictions.—Writers for the press continue to believe and write that sunflowers turn their faces to the sun up and down and round the sky; that dogs bury bones and when hungry dig them up again; and that dogs and men and other animals with rabies have "water-madness" or dread and froth at the mouth when they see water—or a mirror, for that matter; and that when the sun crosses "the line" but not other lines of latitude there is bound to be a storm.

Rain.—The Hartford Fire has been doing good 10 percent business in covering possible rain damage to fairs in the Southeast.

What Happened to a Professional Man

Ralph A. Hopkins of Los Angeles, like nearly all automobile owners, liked to putter around his garage and car during idle half-hours and arrange and fix things. He had a bench handy, and recently he drove a nail into the bench to hold a bit of work. Finishing the job quickly, he started to withdraw the nail with a pair of pliers; but the clutching surfaces had worn somewhat smooth and they slipped off the nail-head.

The pull was strong, as was necessary, and the pliers struck Mr. Hopkins' eye glasses, breaking the right lens and driving a sharp splinter into his eye. The sight of that eye was destroyed.

Fortunately for this auto-owner he carried a \$5,000 accident policy, under which he received \$2,500 for the loss of sight of one eye; and as it contained an accumulative provision the total indemnity was \$3,750, which was at once paid.

The insurer was the Pacific Mutual Life's accident branch. We mention this accident because it is something that may happen to any man who tinkers around his car or garage or home, and anybody may have occasion to draw a nail, with possible injuries.

If you would have some excitement, read to your wife or sweetheart, Schopenhauer's essay on "Women."

—Lightning hit a telephone on Mt. Wilson, some twenty-five miles from Los Angeles. Nobody home.

CHIPS

—Wyoming New Commissioner: Hon. Donald M. Forsyth has been appointed insurance commissioner, succeeding R. B. Forsyth.

—Denver.—Ins. Com. Claude W. Fairchild has resigned to become president of the new Mountain State Life Ins. Co.

—Hugh Craig, aged 79, passed away on November 11, at Piedmont, Cal., after a brief illness. Deceased had been doing a brokerage business for many years. For two terms he was president of the Chamber of Commerce of San Francisco. A native of New Zealand, and employed in San Francisco, he received an appointment as agent for the New Zealand Ins. Co., which for a time maintained local branches in this field. Manager Thomas succeeded him. Mr. Craig was a strong, original character. He was a leader of a group who welcomed Alexander Dowie to San Francisco when he came to this country from Australia.

—A New York office of a Hartford life company offers with the first monthly deposit—euphonious for premium—\$100,000: trust fund for family until age 65—\$1000: guaranteed monthly income if disabled—\$1000: monthly life income payable at age 65.

—Suicide.—Howard M. Leggett, employee in the San Francisco office of the Travelers, disappeared, and was later found dead in the attic of his home in Berkeley, with a bul-

let in his head. Deceased, who was 36, had been in bad health, with sleeping sickness, following an attack of influenza.

—Two hail mutuals collected \$10,402 premiums and paid \$7,218 losses in Wyoming last year.

—Fraternal life societies collected \$234,089 assessments in the past year in Wyoming and paid \$253,629 in claims.

—The Northern Life of Seattle is offering \$50,000 new stock at \$165 a share, \$100 par value. New issue stands on a parity with old stock as to present accumulations and surplus contributed, and dividends heretofore deferred or waived.

—“Mats” or matrices made by newspapers for stereotyping pages of type do not constitute a “commodity of common use” within statute.—182 N. Y. Supp. 671. Defendant publishers were accused of conspiring to create a monopoly, and of refusing to sell papers to newsdealers who sold plaintiff's papers. Enjoined. But refusal to furnish “mats” of advertisements on order of advertisers, as previously, was sustained. At bottom, the organized owners and organized printers had boycotted plaintiff independent.

—Both carrier and shipper liable for negligence in furnishing defective car to employes for loading.—266 F. 196.

—Disappearance Case.—Insured in the Woodmen of the World nine years ago. Widow is suing for the \$3,000 insurance.

—Automobile.—Owner of automobile truck, let with chauffeur to another, held liable for chauffeur's negligence.—182. N. Y. S. 595.

—Automobile.—Assist. Sec. C. C. Wright of the Fireman's Fund has been appointed chairman of the executive committee of the Pacific Coast Automobile Underwriters Conference.

—Marine.—The stranded Joan of Arc is going to pieces at Pt. Orford on rocky beach where she drifted.

—I. W. W. are at their usual nefarious work, in Glenn and Colusa counties, Cal. A letter found, saying: "put the farmers' thresher on the bum and see if he docks you for lost time.", Threshers are being wrecked by paddles concealed in bundles or sheaves of rice.

—Marine.—Policy on molasses aboard an American ship made loss payable at rate of \$4.15 to pound but when paid rate of exchange was \$3.74, making the cost of the \$108,000 due 2,833 pounds more, for which amount the insured brought suit; but the British high court held that the clause in the policy merely fixed a rate of exchange independently of fluctuations and did not change from a sterling policy to a dollar policy.

—A correspondent of the Review of London writes from China: "Perhaps you will hear something of the loss of approximately half a million gold yen which the American companies suffered when the gasoline ex-s.s. 'West Hassayampa' from Vladivostock caught fire at Kobe?—and perhaps you wont!"

—Fire.—Case against Louisville Board of Fire Underwriters is printed in full in the Southwestern Reporter of November 3. (By West Pub. Co.). By-laws not an unlawful restraint of trade; can refuse to deal with non-board com.

—Marysville, Cal.—A show tent at the fair caught fire. A man sleeping within has not been found. Is believed to be running yet.

—Fireman's Fund Items.—Vice President Marshall, who attended several important conventions in the East as the company's representative, including the agents' convention at Des Moines, and several notable automobile conferences, has returned to San Francisco. Marine Secretary Follansbee has returned from a business trip to New York. Assistant Secretary White attended the recent meeting of the Rocky Mountain Supervisory Committee.

—One Dollar pays for paper-cover "Fire Insurance" by Wm. Sexton, at this office. This is cost price. Cloth-bound \$1.50.

—Liability.—The Kansas insurance department now requires that liability policies shall provide that insurer becomes liable whenever final judgment is rendered against the insured. Some policies read that action can not be maintained except for money actually paid in full satisfaction of judgment.

—Life.—Foreign life companies wrote in France in 1919 to the number of eighty-two British but no American, as we note in a table in L'Argus.

Sample page Coast Review Fire Chart for 1920

	Assets	Liabilities	Surplus	Unearned	Premiums	Income	Outgo	Losses	Expenses	L %	Ex %	PacPremiums	PacLosses	L %
St. Paul F. & M.	1920	16,648,601	10,204,269	6,444,332	7,565,432	12,620,459	13,266,642	10,729,237	5,166,771	40.9	36.4	469,760	151,970	32.3
St. Paul, 1865	1919	1,133,755	8,722,408	5,426,759	6,755,017	10,467,423	11,051,060	10,352,770	6,554,284	62.6	53.7	420,454	146,354	34.8
Capital	1918	13,632,344	8,566,917	8,565,427	6,827,190	10,351,345	10,872,247	9,372,775	5,967,669	56.4	31.8	343,059	170,598	49.7
Net Surplus	1917	12,288,617	7,393,558	4,895,059	5,864,146	9,101,245	9,676,703	8,746,023	5,291,596	58.1	33.2	360,001	241,043	66.9
	1916	11,320,710	6,421,233	4,899,457	5,471,723	8,194,280	9,017,261	7,995,853	4,661,482	56.9	33.6	389,744	196,816	55.0
Safeguard Fire	1920	940,336	340,163	600,167	279,335	315,171	316,298	191,107	78,501	24.9	6.4	37,931	10,743	28.3
Capital	1919	798,580	255,172	543,508	221,269	258,296	284,477	186,011	106,333	30.8	1.3	19,135	1,903	10.0
Net Surplus	1918	701,743	195,157	506,586	168,441	193,415	217,486	141,360	84,607	30.2	43.7	6,305	1,456	23.2
	1917	635,949	128,376	506,973	114,634	149,101	170,977	80,143	63,062	11.4	42.2			
Security	1920	7,031,971	4,652,529	2,382,442	3,806,226	4,992,120	5,285,874	3,981,924	1,851,336	37.1	41.1	132,885	44,806	33.7
New Haven 1841	1919	5,823,675	3,861,055	1,962,600	3,314,087	4,254,107	4,496,208	3,522,536	1,814,870	42.7	38.3	111,898	36,859	32.0
Capital	1918	4,906,928	3,069,475	1,837,473	3,704,787	3,008,741	3,212,174	2,682,760	1,412,523	46.9	39.6	98,257	43,251	44.0
Net Surplus	1917	4,486,437	2,649,692	1,836,745	2,361,508	2,455,105	2,646,251	2,482,557	1,353,439	55.1	42.3	100,948	63,054	62.5
Springfield F. & M.	1920	17,303,137	10,324,226	6,478,911	9,149,277	10,220,492	10,865,276	8,373,121	3,931,993	38.7	40.1	865,834	256,693	30.8
Springfield, 1849	1919	14,742,702	9,164,342	5,578,360	8,036,876	9,470,707	9,470,707	7,737,718	3,995,145	44.9	39.2	779,500	290,492	37.2
Capital	1918	13,221,033	8,198,313	5,025,720	7,126,190	7,667,342	8,179,186	6,682,463	3,509,756	46.0	38.1	769,685	328,089	46.1
Net Surplus	1917	11,961,976	6,947,523	5,014,453	6,159,662	7,287,016	7,287,016	6,910,268	3,562,831	52.2	41.1	707,678	401,590	51.7
	1916	11,695,374	6,614,707	5,080,667	5,673,330	6,113,917	6,615,046	6,574,772	3,300,771	54.9	39.5	725,612	373,619	56.4
Standard	1920	1,545,590	720,738	824,852	633,678	751,641	820,712	762,588	374,292	50.0	46.3	30,735	9,131	29.7
Capital	1919	1,550,328	723,800	826,528	618,522	723,468	782,483	672,759	347,344	48.1	45.0	29,854	5,962	20.0
Net Surplus	1918	1,474,273	703,151	771,122	602,419	667,694	727,845	707,606	381,260	55.8	45.6	61,647	23,603	38.3
	1917	1,324,128	634,964	889,164	560,605	609,722	669,755	721,627	348,075	57.0	49.1	40,094	17,233	43.1
	1916	1,563,498	669,363	894,134	596,326	769,520	831,095	890,346	478,321	62.2	44.5	62,507	24,092	38.5
Star Fire	1920	1,907,431	1,109,340	798,091	920,998	1,205,112	1,262,061	898,583	429,717	35.6	35.7	70,309	32,461	46.1
Capital	1919	1,577,568	666,374	911,191	628,406	638,104	686,236	499,398	248,011	38.7	34.7	77,449	26,083	33.7
Net Surplus	1918	1,398,453	572,223	826,230	569,296	509,094	553,961	396,531	207,292	39.7	33.1	38,524	14,578	37.8
	1917	1,284,696	459,206	825,190	536,591	394,220	437,840	380,881	152,784	51.0	38.2	37,983	13,478	35.7
Sterling Fire	1920	2,140,495	748,033	1,392,462	513,883	753,220	870,967	755,186	323,429	56.0	37.5	96,309	32,570	33.8
Capital	1919	2,024,350	697,710	1,326,640	512,817	807,198	925,256	710,453	291,015	53.6	36.1	66,915	13,701	20.4
Net Surplus	1918	1,810,347	531,346	1,279,001	401,351	652,968	749,955	504,101	263,029	40.2	32.7	58,648	6,914	11.7
	1917	1,542,659	303,746	1,238,913	227,400	368,358	453,630	420,626	197,711	53.6	38.7	14,577	313	

Means incurred.

23

Utah.—United Firemen's, in state report, was minus premiums but incurred \$1,353 losses. Superior had 77 per cent losses incurred. Stuyvesant had 90 per cent losses. Standard had over 100 per cent losses paid and only \$29 losses incurred. Republic had about 30 per cent losses; also Reliance, Potomac had 70; International over 80.

Figuring it out, Joseph L. Greenwell, of Seattle, finds that in the month of September he made 124 calls and 80 interviews which yielded \$100,000 of insurance; and that, therefore, each call netted him \$13.45, and each interview \$20.86. — Weekly Underwriter.

Nighthtriders in Texas and elsewhere are burning cotton, gins and warehouses on the plantations of growers who will not hold out for higher prices. Insurers are incurring unusual losses.

Crop Insurance

The Home Ins. Co. of New York is issuing a new form of contract designed to protect capital spent by farmers in crop preparation, such as seed, tilling, planting and cultivation. Indemnity will be paid in case of destruction or damage caused by insects, disease, flood, drought, frost. The company's farm department will handle the business.

Retiring Company

The Equitable Life is retiring from England, Scotland, Wales, Ireland, Canada. Will some startling announcement follow?

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR
Write for Complete Information

The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL - JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	\$15,871,765
NET SURPLUS,	.	.	5,477,600



Gross Assets, Jan. 1, 1920
\$151,128,742

Fire and Marine Assets
\$72,148,717

Surplus to Policyholders
\$24,565,125

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager

H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

**ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE**

Insurance Exchange Bldg.

San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

Injuries Result From Eating Cake

While indulging in the pleasing indoor sport of cake eating, which can generally be played without subjecting the participants to physical injuries, excepting possibly distempers of the digestive organs, a devotee of the sport punctured her gums with a hidden nail or piece of wire, which resulted in a few hours in the gums becoming swollen and inflamed and sore, and she became sick, and was compelled to have some of her teeth extracted. She brought an action against the manufacturer of the cake for damages for the injuries, but as she bought the cake from a bakery that handled the manufacturer's goods, her complaint was dismissed because there was no contractual relation between the parties. The judgment was reversed by the New York supreme court, Appellate div., First Dept., in *Chysky v. Drake Bros. Co.*, 182 N. Y. Sup., 459.

Flood Damage

The Sacramento river has been on a rampage, flooding thousands of acres of ranches and damaging or destroying automobiles, tractors and implements. The river rose 20 feet in 48 hours.

—
“There are people foolish enough to talk about the possibilities of panic,” says John Fletcher, a Chicago banker. “Half of the gold in the world is in the United States, and the deposits in our banks are billions more than the total in all the other banks in the world. Our natural wealth is above two hundred and twenty-five billions, while that of our nearest competitor, England, is but eighty billions.”—Exchange.

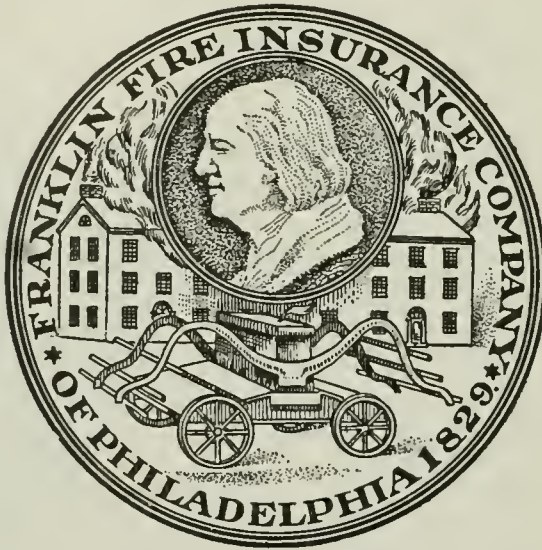
—
Lower California produced nearly 70,000 bales of cotton this year.

"You may delay, but Time will not."—Benjamin Franklin.

THE FRANKLIN FIRE INSURANCE COMPANY of PHILADELPHIA

ELBRIDGE G. SNOW, President

Organized
1829



Charter
Perpetual

FIRE and ALLIED BRANCHES OF INSURANCE

LIBERAL CONTRACTS OF INDEMNITY

Guaranteed by funds ample to meet without delay all obligations, and backed by a Complete Service Organization and by a Management well known for its practice of Prompt and Equitable Adjustment of Losses.

*89 Years Old, With an Unblemished Name and
Honorable Record*

AGENTS THROUGHOUT THE UNITED STATES

FOREIGN COMPANIES

CAPITAL. NET SURPLUS, YEAR ORGANIZED.	FINANCIAL CONDITION				INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	%	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
	\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%
JANUARY 1st.														
Atlas Assurance London, 1808. With which is incorpor- ated the Atlas-Manchester.	1920 4,489,758	3,136,421	1,353,337	2,797,803	3,148,258	3,6	2,833,066	1,445,092	1,387,964	41.9	40.2	705,305	273,705	38.8
	1919 3,957,086	2,728,807	1,228,278	2,419,597	2,920,082	3,017,993	2,464,898	1,318,331	1,116,568	46.2	38.1	625,774	208,099	33.2
	1918 3,438,839	2,361,411	1,072,428	2,040,704	2,315,624	2,440,786	2,221,739	1,186,880	916,279	51.2	39.5	521,564	187,617	35.9
	1917 3,270,654	2,031,517	1,239,137	1,821,714	1,936,125	2,050,388	1,908,877	957,501	809,586	49.4	41.8	485,480	58,913	32.7
	1916 3,082,720	1,906,294	1,176,426	1,714,138	1,776,877	1,912,161	1,808,362	1,015,273	765,099	57.1	43.0	438,389	5,6,878	58.6
British America Assur. Toronto, 1833.	1920 2,297,350	1,517,850	779,500	1,272,454	1,468,058	1,556,674	1,375,829	750,100	625,729	51.1	42.6	121,793		38.8
	1919 2,462,182	1,645,684	816,498	1,300,831	1,721,251	1,805,061	1,592,402	911,156	681,246	52.9	39.5	112,682		25.1
	1918 2,192,173	1,419,216	772,927	1,126,722	1,394,169	1,563,840	1,280,187	628,718	557,032	48.1	35.2	107,333		38.8
	1917 1,934,279	1,112,315	821,964	935,724	991,915	1,261,633	1,238,103	684,861	443,403	69.0	41.7	56,426		44.5
	1916 1,939,786	1,163,164	776,622	1,031,153	1,109,977	1,176,946	1,119,387	588,683	504,218	51.6	45.4	77,140		33.1
British & Federal Underwriters . 1915	1920 4,735,093	3,340,557	1,394,536	2,734,367	3,800,753	3,952,123	3,258,277	1,781,964	1,476,313	46.9	38.9			31.4
	1919 4,261,173	3,058,132	1,203,041	2,422,807	3,500,558	3,692,657	3,591,514	1,575,324	1,279,622	44.2	35.0	190,877	60,037	31.6
	1918 3,797,107	2,552,286	1,244,821	2,108,229	2,706,704	2,832,494	2,216,829	1,269,452	977,377	46.9	36.1	145,766	46,061	32.0
	1917 3,531,304	2,116,618	1,414,656	1,553,374	2,195,918	2,306,319	1,388,922	1,108,396	880,526	50.4	40.1	120,706	62,869	40.4
	1916 3,125,216	1,998,929	1,126,287	1,761,768	1,909,000	2,076,377	2,068,311	1,065,500	815,415	45.8	42.7	136,061	55,085	
Caledonian Edinburgh, 1805.	1920 3,045,923	2,145,111	900,812	1,908,755	2,134,087	2,241,863	1,940,169	1,086,270	853,809	50.9	40.0	337,630	145,918	43.2
	1919 3,000,606	2,120,634	879,972	1,879,625	2,114,679	2,201,455	1,921,436	1,079,332	842,104	51.1	39.8	301,751	104,075	34.4
	1918 2,565,786	1,870,371	695,415	1,606,256	1,676,714	1,786,391	1,514,682	850,659	624,103	50.7	37.8	306,319	85,044	27.7
	1917 2,352,982	1,666,524	685,758	1,466,240	1,432,748	1,532,769	1,443,364	772,086	572,364	53.9	40.0	255,493	95,795	37.4
	1916 2,282,189	1,627,915	654,274	1,442,334	1,379,420	1,503,245	1,439,159	832,920	550,011	60.4	39.9	274,642	72,775	63.2
Century 1908 Edinburgh	1920 1,001,468	357,054	647,414	280,413	405,514	434,833	327,563	170,460	157,104	42.0	38.7	18,118	7,750	43.0
	1919 726,369	299,171	427,198	233,973	336,719	336,984	342,124	207,465	134,660	61.6	40.1	88,628	13,215	34.1
	1918 703,306	304,111	400,194	226,197	314,487	334,742	292,841	132,756	130,833	42.2	41.6	21,519	4,076	18.9
	1917 727,973	254,519	473,451	204,533	287,431	321,114	368,096	101,397	114,806	35.3	39.9	20,540	7,153	34.8
	1916 764,100	211,944	553,056	164,446	225,561	305,038	241,181	119,122	122,058	52.8	54.1	24,100	21,321	88.4

AMERICAN COMPANIES

CAPITAL NET SURPLUS. YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES				RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABIL ITIES	SURPLUS AS TO POLICY- HOLDERS	INSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPEN- DITURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO	
		\$	\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%	
Newark. Newark, 1810	1920	3,315,679	2,069,785	1,245,894	1,714,689	2,265,573	2,388,992	1,798,045	865,908	895,214	38.2	39.5	269,604	125,070	46.4	
Capital \$ 500,000	1919	2,777,425	1,717,374	1,060,053	1,424,912	1,864,776	1,966,948	1,576,696	901,958	676,319	48.4	36.2	200,771	89,033	43.8	
Net Surplus 745,894	1918	2,385,070	1,491,927	893,143	1,253,910	1,484,335	1,571,828	1,484,335	807,363	588,429	54.4	39.6	204,254	85,399	41.8	
	1917	2,270,251	1,363,463	906,788	1,132,622	1,353,101	1,483,857	1,327,217	716,306	544,898	52.9	40.2	146,816	62,274	42.4	
	1916	2,174,309	1,208,974	932,012	1,043,392	1,192,912	1,310,333	1,224,115	637,923	499,445	54.9	41.8	127,460	75,895	59.0	
New Jersey . . . Newark, 1910	1920	2,782,985	1,400,240	1,382,745	964,517	1,562,643	1,785,621	1,539,780	847,928	651,852	54.3	41.7	66,799	40,605	61.6	
Capital \$1,000,000	1919	2,622,130	1,271,164	1,350,966	938,360	1,567,636	1,701,959	1,376,510	755,568	626,942	48.2	39.7	171,032	72,004	42.1	
Net Surplus 382,754	1918	2,425,072	1,119,312	1,305,750	820,957	1,465,983	1,500,803	1,109,957	588,024	521,933	41.8	37.1	178,432	60,788	34.0	
	1917	2,001,303	698,959	1,302,344	565,970	838,029	938,613	608,372	263,060	345,312	31.3	41.2	101,494	21,922	21.6	
	1916	1,651,278	430,192	1,221,086	329,091	95,191	642,618	1,033,009	356,179	191,760	374.1	197.0	31,171	1,204	67.5	
New York Underwriters Agency .	1920	50,590,321	32,501,266	18,089,055	25,548,915	35,103,081	36,590,463	28,051,617	13,574,745	13,676,572	38.7	38.9	462,175	160,579	34.7	
New York, 1864.	1919	39,723,889	28,600,229	11,123,660	23,170,417	39,873,004	32,084,673	26,288,965	11,788,236	10,700,729	47.9	34.7	422,922	181,967	43.0	
Representing the Hartford	1918	34,654,101	24,546,575	10,107,526	19,815,849	25,609,667	26,655,261	21,215,695	11,458,863	8,956,832	44.7	35.0	426,410	142,773	33.4	
Fire Ins. Co., whose figures	1917	29,878,349	20,196,123	9,682,226	17,173,360	20,351,480	21,376,139	19,637,978	11,240,084	7,597,889	55.2	37.8	365,294	127,726	35.0	
are here given.	1916	28,277,827	18,926,855	9,350,972	16,350,362	19,379,628	20,479,836	19,049,712	10,217,383	7,611,387	52.7	39.3	343,855	159,764	46.4	
Niagara-Detroit Underw.	1919	15,051,021	8,440,874	6,010,147	7,152,968	8,639,785	9,234,785	7,909,433	4,128,059	3,431,374	47.8	39.8	147,125	45,113	30.6	
	1918	13,838,657	7,466,989	6,371,767	6,318,074	7,243,715	7,817,005	6,224,989	3,143,003	2,731,966	43.8	37.7	110,263	58,747	50.5	
	1917	12,541,094	6,092,247	4,448,841	4,292,165	5,708,446	6,208,861	5,344,268	2,681,338	2,362,936	46.9	41.4	145,297	41,561	28.6	
	1916	11,651,206	5,464,408	6,186,798	4,877,640	4,896,579	5,459,841	5,155,463	2,624,093	2,105,368	53.6	43.0	170,806	32,281	26.7	
	1915	11,301,658	5,634,625	5,667,033	5,037,540	5,231,862	5,786,620	5,290,970	2,719,229	2,193,655	51.7	41.7	105,624	50,564	47.8	
Niagara Fire New York, 1850.	1920	11,817,340	7,421,432	4,395,908	5,956,409	7,376,912	7,858,839	6,006,191	2,790,085	6,066,116	37.8	40.8	896,501	268,202	32.4	
Capital \$1,000,000	1919	10,286,584	6,169,477	4,117,107	5,168,470	6,422,070	6,825,347	5,699,036	2,976,882	2,472,214	46.8	38.6	707,154	223,149	31.5	
Net Surplus 3,395,908	1918	9,275,078	5,351,405	3,923,673	4,480,325	5,242,380	5,633,296	4,479,856	2,277,782	2,002,450	43.4	38.1	576,592	181,257	31.4	
	1917	8,375,413	4,343,635	4,031,778	3,734,858	4,076,071	4,405,607	3,812,389	1,902,197	1,660,102	46.6	40.7	478,575	180,795	39.2	
	1916	7,682,871	3,926,656	3,756,215	3,491,217	3,484,781	3,866,951	3,721,476	1,937,169	1,473,841	55.6	42.3	488,256	233,137	58.0	

LIFE

Murderess as Beneficiary

In 83 N. W. 800 the Iowa supreme court: The wife (murderess and designated beneficiary) cannot recover, because it is contrary to public policy to allow her to enforce the claim. But this rule of public policy ought not to be extended so as to defeat all claims on the policy.

Companies having in force ninety-five percent of the sixty million insurance policies now outstanding on American lives have signified their intention of being represented at the

fourteenth annual meeting of the Association of Life Insurance Presidents, to be held in New York city on Thursday and Friday, December 9th and 10th. Nine years ago the total number of life insurance policies in force in this country was thirty million—official figures thus showing a doubling of the business in less than a decade. Executives from nearly every state in the Union will be in attendance at the convention, including every state now having one or more home life insurance companies. Canadian companies also will be represented.

A legislative district in Tacoma returned a negro (socialist labor) candidate to the legislature at Olympia.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over **\$16,500,000.00**

Losses Paid, Over **\$100,000,000.00**

Pacific Department :

J. L. FULLER, Manager

FRANK L. HUNTER, Asst. Manager

234-236 Sansome Street

SAN FRANCISCO

NEW PACIFIC DEPARTMENT

Merchants Fire Assurance Corporation ^{OF} NEW YORK

Organized 1910

Capital, - - \$400,000.00

Admitted Assets, - \$3,105,714 **Surplus to Policyholders, - \$1,477,911**

Prominent Stockholders

Conservative Management

Merchants Underwriters Agency ^{OF} NEW YORK

Admitted Assets, - \$3,105,714 **Surplus to Policyholders, - \$1,477,911**

PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.

GEO. L. McINTIRE, Sec'y

PACIFIC DEPARTMENT
SPRINGFIELD

F. & M. Ins. Co.
of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts
Incorporated 1849

Total Assets	\$ 17,303,137 34
Total Liabilities	10,824,236 46
Net Surplus	3,978,911 88
SURPLUS TO POLICYHOLDERS,	\$ 6,478,911 88

225 - 27 Pine Street, : San Francisco

GEORGE W. DORNIN, Manager JOHN C. DORNIN, Asst Manager

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FRANK H. YOUNG RALPH G. STICH W. L. HARNAN

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
**DOUBLE INDEMNITY,
DISABILITY BENEFITS,
REDUCING PREMIUMS.**

See the new Low Rates.

JOHN F. ROCHE, Vice-President

**The Manhattan Life
Insurance Co.**

Organized 1850

66 Broadway, New York

Insure Against Accidents

The New York supreme court rules that a city is not insurer of safety of pedestrian.

At least seventy American colleges are now teaching insurance, a national survey just completed by Ralph H. Blanchard, instructor in the Columbia University School of Business reveals.

Incorporated

Northwest Underwriters of Seattle, \$1,000; Geo. H. Bliss, H. W. Hetz.

Call Money

Ten percent is the rate in Wall St. for "call" money. Before the war it was usually two percent.

Annual Meeting

The conference of American and Canadian managers of the Royal, Queen and Newark companies, at Lenox, Mass., was attended by eighteen chiefs, including General Manager George Chappell of Liverpool.

The General Accident & Fire admits a war loss of \$800,000 in Belgium deposits. In addition, the company has \$500,000 claims against Germany.

Contagious—Charles—I hear your father is ill.

Herbert—Yes.

Charles—Is his malady contagious?

Herbert—I hope not. The doctor says he is suffering from overwork.—Drug Review.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

FOREIGN

New Zealand has an annual fire premium income of \$4,500,000. The state government fire office writes one-tenth of the total.

The Review of London prints particulars of the "Guild of Insurance Officials" (clerks) and the threatened strike against the General Accident, the clerks withdrawing in a body, because the company will not take back the leaders in organizing the clerks. Some 3,000 new members have been recently added.

"Perhaps you are familiar with the works of Ingersoll," smilingly inquired the book agent. "Sure I am," replied Mr. Goldberg, "undt it's a good vatch for der money."—Richmond Record-Herald.

Building permits in San Francisco in October, \$1,399,055, in Los Angeles, \$6,431,661. Former is a closed shop town; latter is an open shop town.

Oroville, Cal., is said to have the largest olive packing plant in the world.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
OCCIDENTAL LIFE INSURANCE CO.
OF CALIFORNIA

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG.,

LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire, Riot and Civil Commotion and
Sprinkler Leakage

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager

H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO

(INCORPORATED 1833)

(FIRE)

United States Assets \$2,192,173.14

Liabilities in United States 1,419,245.79

Surplus \$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Bank Clearings

October bank clearings in San Francisco, \$708,300,000, a decline as to last year of nearly \$40,000,000; Los Angeles, \$358,511,000, an increase of nearly \$128,000,000.

Nearly all legislatures in this field will meet in January. What will insurance meet? Now is the time to meet candidates for Senate or Assembly. What does I. F. thing about it?

Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion INSURANCE

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

Manager

HAROLD JUNKER, Assistant Manager

266 Bush Street, - - - - San Francisco

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SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
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TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada

VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000

Net Surplus, 420,574 63

Surplus to Policyholders, . 920,574 63

Cash, Bonds and

Secured Loans, 1,349,594 02

Other Assets, 1771,29 00

Total Assets, 1 526,723 02

J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER

Life Policy Buyers Are Invited

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?

I have always held that a crook is
always a crook; a firebug always a
firebug; a liar always a liar.

Tacoma building permits are averag-
ing a million dollars a month. Sounds
good.

FIRE**EXPLOSION****AUTOMOBILE**

FIRE ASSOCIATION OF PHILADELPHIA VICTORY INSURANCE COMPANY PHILADELPHIA UNDERWRITERS

Pacific Coast Department: 204 - 214 Pine Street, - San Francisco

F. M. AVERY, Manager C. L. BARSOTTI, Asst. Manager

**Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco; GEO. F. STANIFORD, Los Angeles;
SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.**

**N. IRVING WINTERBURN,
Supt. City Department**

**CLEVE J. THOMSON,
Supt. Automobile Dept.**

Reciprocals are Mere Machines

The Southern Underwriter has just received from Chicago a four page leaflet containing several paragraphs of mutual and reciprocal propaganda. The stuff was written, apparently, by persons who are now managing a reciprocal, but who had formerly handled stock coverage exclusively. They admit that they shifted their allegiance principally for personal gain. Incidentally they are posing as the benefactors of the "deer peepul" by offering them contingent insurance at rates which at least are sufficient to give the reciprocal managers their pound of flesh.

In the leaflet, these "public benefactors" boastfully draw a parallel between stock company cover and the imitation put out by the reciprocals, and the ancient feud between the craftsmen and labor-saving machines. The stock companies are supposed to be the craftsmen in the Chicago reciprocal story, while the latter represents the labor-saving machines. These reciprocal managers ask: "Will history repeat itself?" They then go on to say, "The only difference between the foolish workmen and the trust casualty companies is this: A slight change in the spelling of the word 'craft.' Modern public opinion has substituted the letter 'g' for the letter 'c'."

Business men who recognize the value of brains over brawn in conducting the affairs

of life will readily accept the parallel drawn by the Chicago reciprocal. It does not require a high degree of intelligence to operate a "something for nothing" machine. Ponzi possessed a certain amount of so-called smartness, yet his plan was not dissimilar to that of reciprocals—an attempt to substitute machine methods for genuine personal service to patrons. Machines are usually designed to do the will of their creators—no more and often less.—Southern Underwriter, Atlanta.

Bids for City Police and Firemen Insurance

Insurance of \$1,000 upon the life of each member of the police and fire departments will be given the men for the coming fiscal year by the city of Birmingham, Ala. This insurance for the men was provided by the city as a result of the efforts of John H. Taylor, commissioner of public safety. Provision of the appropriation for the insurance is included in the new budget, which was formerly adopted by the city commission.

Bids on the insurance already have been received by Commissioner Taylor from a large number of the most prominent insurance companies of the country, which carry group insurance. The contract for the insurance will be awarded at once and the policies will go into effect.—Southern Underwriter.

Dallas, Tex., has a new fire mutual,
the Lincoln.

Marshfield, Or., has a briquet test-
ing plant.



A BIG OPPORTUNITY IS OFFERED YOU TO BECOME A PARTNER

In One of the Oldest and Most Substantial Financial
Institutions in the West

No Investment of Money Required

All that is necessary is for you to devote your time and salesmanship ability to the
sale of West Coast Service under the terms of the

PIONEER SERVICE INCOME CONTRACT

The Ideal Agency Contract for the Salesman who is Ambitious to Build a Profitable
Future from the Sale of Life Insurance. It Provides:

- 1—Attractive First Year and Renewal Commissions.
- 2—A Monthly Income Based on Efficiency.
- 3—A Mortuary Fund for the Agent's Family in the event of his death while in the Company's service.
- 4—A Life Income after 20 years of continuous service with the Company.
- 5—Provisions against Total and Permanent Disability.

These agency contracts are made directly with the Home Office. Any Salesman who is interested in
obtaining the maximum income from his efforts should write immediately for valuable information
upon the subject to

CHARLES W. HELSER, Vice President

WEST COAST LIFE INSURANCE COMPANY, SAN FRANCISCO, CAL.

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

*Yours truly,
Wm. Sexton*

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was
nearly 84 years of age. The letters are entirely free from any indication of trembling.

<i>Strong Paper Cover,</i>	.	.	<i>One Dollar</i>
<i>Flexible Cloth Cover,</i>	.	.	<i>One-Fifty</i>
<i>Red Pegmoid Cover,</i>	.	.	<i>One-Seventy-Five</i>

For Sale by the Coast Review, 122 Halleck st., San Francisco

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

We Have Passed The

HALF BILLION MARK

With Over \$530,000,000 of Insurance Now In Force

BANKERS LIFE COMPANY

DES MOINES

GEORGE KUHNS, President

FIRE INSURANCE DEPARTMENT

BALFOUR, GUTHRIE & CO.

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AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., Ltd.

QUEENSLAND INSURANCE CO., Ltd.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, Ltd.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

We Should Live 1,000 Years

A mother of eleven children (the oldest 75 years old) recently celebrated her 95th birthday. She says the time will come when we will live 1,000

years, and she made no reference to onions or buttermilk.

Cotton has tumbled from 40 to 16 cents.

The Commercial Union has established a Southern department, with headquarters at Atlanta, Ga.

The Home again leads in New York city premiums, with nearly \$1,360,000.

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI - ANNUAL STATEMENT, JUNE 30, 1920

Assets	\$22,122,676 73
Liabilities	18,569,766 53
Capital	2,000,000 00
Surplus over all liabilities	1,552,910 20
Losses Paid to June 30, 1920	75,086,450 62

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation, Automobile Liability, and all other Liability Lines
---	---	--

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---R. W. Campbell, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DENVER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO; Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

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COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid;
\$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

A GREAT BOOK

For Intelligent Business Men,
Insurance Adjusters,
Special Agents and Local Agents

WILLIAM SEXTON'S FIRE INSURANCE

EVERYTHING ABOUT IT
LEARNED IN FIFTY
YEARS' EXPERIENCE

Price \$1.50, \$1.75 and \$2.00

According to Binding
flexible Cloth, Pegmoid or Morocco
PAPER COVER \$1.00

For Sale by

THE COAST REVIEW
417 Montgomery Street

San Francisco

THE Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.

Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:

Hartford, Conn.

**JOHN H. VREELAND
MANAGER.**

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FRED W. GASTON, Tacoma, Wash.,
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JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,

605 Mohawk Bldg., - Spokane, Wash.
for Montana, East'n Washin ton and Idaho

H. W. FORES, San Francisco, Cal.,

General Agent, California, Nevada, Arizona.

**SAN FRANCISCO OFFICE:
201 Sansome Street**

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Special or Local Agents or
Clerks or News Men

Can Make a Tidy Bit by
Soliciting Subscriptions

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

*This is Cash Work and
a Bonus*

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

Point With Pride

The women governors of Umatilla, Or., now retiring, point with pride to their three years' record. They found the town government bankrupt; they leave it solvent, with money in the treasury. They point with pride to the clean police department, the swept streets, the improved fire department and the mended hose.

Storm Damage on San Francisco Bay

On the night of October 29 blustering winds swept round San Francisco bay and shook shipping severely.

There were collisions and driftings and snapping of cables and breakings of various sorts. Damages all round are said to have amounted to \$100,000.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO (INCORPORATED 1851)

UNITED STATES ASSETS	\$4,693,580.00
LIABILITIES IN UNITED STATES	2,959,964.00
<hr/>	
Surplus	\$1,733,616.00

PACIFIC COAST DEPARTMENT**201 SANSOME STREET - - - SAN FRANCISCO****MILLER, HENLEY & SCOTT, Managers.****TOTAL ASSETS REPRESENTED, OVER \$35,000,000**

Svea Insurance Company
of GOTHENBURG

Agricultural Insurance Co.
of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.
of NEW YORK, N. Y.

Hamilton Fire Insurance Co.
of NEW YORK, N. Y.

Globe Underwriters Agency
of NEW YORK, N. Y.

Sea Insurance Co. Ltd.
of LIVERPOOL, ENG.

EDWARD BROWN & SONS
GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Otey Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

CANTON Insurance Office

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed \$1,250,000 00
 Capital Paid Up 250,000 00
 Cash Assets 3,296,553 33
 Net Surplus 2,197,292 47

The above Company conducts
 a general Marine Insurance
 business.

PARROTT & CO., General Agents
 Since January, 1882

E. L. BARRY, Manager

320 California Street, San Francisco
 [Babcock Building]

MARINE

The Prudential, a London life office with a fire branch, has become a marine too, and in January will assume marine risks with the Royal Exchange as agent and manager.

Railroad Accident

Coran, Cal.—Second section of S. P. R. R. train 16 bound for Portland crashed into rear end of first section. A Pullman porter was killed and 26 passengers and railroad employees, all in the first section, were injured. "Personal equation." First section on siding backed onto main track without flag warning.

Dallas, Tex., has a new life company, the United Fidelity Life.

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,

Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

The Employers' Liability Assurance Corporation, Ltd.

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building

33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employes. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.

Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

ARTHUR P. HUNTINGDON, Manager

1002 Shreve Bldg., Post St. and Grant venue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

San Joaquin Town

The great California valley of this name has a new town of same name. The town is a year old and has: a fire department, gas electroliers, sewer and water systems, a population of 500, a newspaper. A year ago the San Joaquin Farm Land Co. opened up a colony and organized two towns and two irrigation districts and disposed of over half of the 72,000 acres of the James ranch. They grow pep.

The Flue May Yet Get You

It will be remembered that at this time two years ago the "flue" was raging in possibly its most deadly period. One year ago it was just barely beginning to make its appearance. Last year there was considerably less of it, and yet unfortunately generally speaking it was more fatal. This year if it appears at all it will be more apt to attack those who have not had it during the two preceding seasons, and will be apt to be correspondingly more dangerous.—The Fraternal Guide.

Negro Life

In Washington, D. C., which has a colored population of about 135,000, there is a life company insuring only African descent people. Officers are negroes; plan, legal reserve; special deposit, \$200,000; name National Benefit.

Some Belt

It required the hides of 675 steers to construct a belt weighing 3,000 lbs. for a manufacturing plant in Philadelphia.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

709 - 717 Sixth Ave., Corner 41st Street
NEW YORK

Buy a Bag of Rice

The California rice industry is facing a serious marketing crisis and to date talk and more talk is about the only thing that has been accomplished to solve the problem of the growers and the millers. Immediate action is needed to save the industry.

This season, with even greater costs of production than ever before, the growers are facing a declining market.

The Louisiana and Texas rice crops will be large this year, and Burma, Saigon, and Siam have large exportable surpluses figuring into the millions of tons. The law of supply and demand is inexorable and the California rice industry will suffer seriously unless something is done to increase the demand. The first relief must come from the home market. What we need is more buying of California rice by our Coast people. The reason it is not more popular is because the consuming public is ignorant of the fact that it is superior to the long grain rices. There is no rice superior in flavor to California rice if properly cooked. Pour the first water off.

We therefore appeal to the consumer to start something today to help the California rice industry. **BUY A BAG OF RICE.** With the help of every consumer and grower the rice industry of California will be saved.

Oroville, Cal., some 150 miles north of Sacramento, last week held an orange exposition. Oranges ripen soonest in the Sacramento Valley, and at the same time as 800 miles southwest in Arizona.

Liability for Loss of Baggage

A traveler who had left instructions to have her trunk sent after her the following day set out on her journey. When the trunk was delivered to her the contents, valued at over \$300, had been stolen or removed. No bill of lading, check or receipt had been requested, and none had been issued, and no charges had been paid or demanded. She had judgment against the carrier for the value of the property, but upon appeal a new trial was granted by the supreme court of North Carolina, in *Midgett v. Eastern Carolina Transp. Co.*, 104 S. E. Rep., 32. Judge Brown, in discussing the question of the carrier's liability, said: "The trunk did not accompany the plaintiff as a passenger through no fault of the defendant. It was delivered the next day to the agent of the steamer at Manteo, and placed in the warehouse to be shipped to the plaintiff. Where baggage, through no dereliction of the carrier, fails to accompany the passenger, and is forwarded at a later date without charge, the contract is one of bailment for the exclusive benefit of the bailor. The obligation of the carrier in such cases is that of a gratuitous bailee."

Side Lines' Premiums in U. S.

Motor Vehicles	\$51,628,301
Hail	19,434,599
Tornado	16,508,477
Riot and Explosion	2,825,913
Mail Package	2,444,607
Sprinkler Leakage	1,128,282
Tourist Floaters	560,075
Earthquake	79,085
Total	\$94,609,339

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS UNDERWRITERS

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

NOVEMBER

A Useful Publication

In its 50th year

Mexico Is Now Prosperous

The American Chamber of Commerce in Mexico says that banks and commercial agents report that in every part of Mexico business is better than it ever has been, and that Americans in Mexico feel greatly encouraged.

The letter continues: "More than 100 American houses have begun business in Mexico during the last two years. Some of them have sent representatives down here to open branch offices, others have put their business into the hands of established houses handling American representations, and still others are conducting their business through salesmen who make Mexico City their headquarters and travel into every state of the republic."

U. S. Chamber of Commerce

Washington, D. C.—The first meeting of the Chamber of Commerce of the U. S. was held on November 13, with ten of the members present. Pres. R. M. Bissell of the Hartford, being in Europe, was unable to attend.

Marine, theft and pilferage, group life and corporation or business life insurance were subjects considered. Reports will follow.

Interesting developments in casualty and workmen's compensation are foreshadowed.

A committee of four will report on foreign marine competition.

The committee on fire waste and in-

surance, at work for two years, is about ready with its report, which is regarded as important.

There are 371 companies and individual insurance executives subscribers to the supporting membership of the chamber. The latest application is the National Aircraft Underwriters' Association.

Fire Mutuals

The mutuals in Texas are conducting a campaign to the effect that the stock companies are seeking reductions in the gin rates to put the mutuals out of business, and that the same applies to the flour mill rates. They point to the fact that the stock companies are willing to continue the present rates even though the classes show heavy losses and say it means that the stock companies have determined to put the mutuals out of business. This representation has been made to the insurance commission with the statement that if it is permitted the rates will be raised to a higher figure than now exists as soon as the mutuals are driven out of the field. — Southern Underwriter.

"My first shell shock," said the veteran, "was when I bet \$5 and lifted the shell that did not cover the pea."
—Coast Review.

Rainier, Or., had a ground shiver a few days ago. No damage except to the inhabitants' feelings.

OLDEST INSURANCE COMPANY IN THE WORLD

TWO HUNDRED AND ELEVENTH YEAR

SUN **INSURANCE OFFICE** **OF LONDON**

FOUNDED IN 1710

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN **FIRE and MARINE** **INSURANCE COMPANY**

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$2,159,729 89
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,934,000 00

PATRIOTIC **ASSURANCE CO. Ltd** **OF DUBLIN, IRELAND**

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,494,474 12
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department — Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Hawaii and Alaska

CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$37,090,094.01



A broker or an agent need do no explaining when he hands his client a Fireman's Fund policy. There is no company on the Coast that is more widely known --- none with a better record.

Volume 96
Number 12

DECEMBER
1920
MAGAZINE EDITION "A"

Coast Review

INSURANCE
PROTECTION

An Insurance Journal and Directory
IN ITS FIFTIETH YEAR

San Francisco— 417 Montgomery Street

Telephone Sutter 1732

Insurance Publishing Co., Publishers

Government v. Private Life Insurance in New Zealand

F. U. A. P. Meeting February 8 and 9

A Marine Collision Case

Pennsylvania Fire Mutual Litigation

Fires, Chips, Personals, Etc.

Revised Table of Coast Fire Business in 1919

Fire Losses Have Increased

Selling Life Insurance—Points Pertinent

Field Men Changes

Fire, Marine, Automobile, Surety, Compensation, Life and Accident Insurance in Court

Primary Purpose of Life Insurance—George I. Cochran

Investments — Coast Review

Life Insurance Investments—Haley Fiske

Hail Agent Made \$60,000 a Year

Guild of Insurance Officials

Circulating Extensively in all the
States and Territories of the
Pacific West

Price 25 Cents
\$3.00 Per Annum

Subscribers in the East, in Europe, in
Canada, New Zealand. India, British
Isles, and Australia

The **LIVERPOOL** *and* **LONDON** *and* **GLOBE**

Insurance Company, Ltd.,

Established in 1836

Entered United States in 1848

Pacific Department Established in 1852

NEW YORK OFFICE: 80 William Street

CHICAGO OFFICE: Insurance Exchange

NEW ORLEANS OFFICE: Cor. Carondelet and Common Sts.

SAN FRANCISCO OFFICE: 444 California Street

Assets in United States, Jan. 1, 1920, \$18,710,036.65
Has Paid \$168,000,000 Fire Losses in this Country

FIRE, MARINE and INLAND INSURANCE

Star Insurance Company of America

of NEW YORK, N. Y.

Incorporated in 1896

CAPITAL	\$400,000.00
NET SURPLUS	\$ 398,090.79
ASSETS	\$1,907,431.24
SURPLUS TO POLICYHOLDERS	\$ 798,090.29

Pacific Department in Company's Bldg., 444 California Street, San Francisco

THOS. H. ANDERSON, Manager

GEO. F. GUERRAZ, Asst. Mgr. LOGAN B. CHANDLER, Dep. Asst. Mgr

SPECIAL AGENTS

R. H. ROUNTREE

HARRISON HOUSEWORTH

C. A. LOTHROP

GEO. J. JANES

F. E. ATKINS

CHESTER S. MYRICK

P. J. MARTIN

FIRE



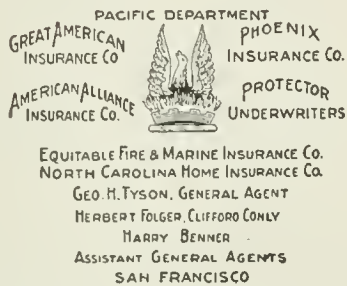
MARINE

CONFLAGRATION-PROOF INSURANCE

TOTAL ASSETS OVER ONE HUNDRED MILLIONS

LOSSES PAID TO DATE
OVER TWO HUNDRED and FOURTEEN MILLION
DOLLARS

LOSSES PAID IN SAN FRANCISCO CONFLAGRATION
OVER SIX MILLION DOLLARS



CHAS. A. HULME, MARINE BRANCH MANAGER

PACIFIC MARINE DEPARTMENT
HOME INSURANCE CO. OF NEW YORK



**AUTOMOBILE—RENTS—PROFITS, USE AND OCCUPANCY—
TOURIST FLOATER—MAIL PACKAGE—
SPRINKLER LEAKAGE—EXPLOSION—
BOMBARDMENT, RIOT and CIVIL COMMOTION**



AGENTS WANTED IN EVERY CITY, TOWN OR VILLAGE



Coast Review's Agency

UNITED PROTECTIVE SOCIETY

(NOT AN INSURANCE SOCIETY)

SAN FRANCISCO

A POLICYHOLDERS', DEPOSITORS' and INVESTORS' SOCIETY

A CLEARING HOUSE OF INFORMATION CONCERNING INSURANCE, INVESTMENTS AND BANKING.

Appraisers, Adjusters, Inspectors, Accountants, Special Experts and Counsel Employed

INSURANCE AND OTHER CLAIMS COLLECTED OR PROSECUTED INEXPENSIVELY

Insurance and Other Corporation Reports Analyzed, and Condition, Age Litigation, Record, and General Reputation Classified by Numbers

SPECIAL INFORMATION SENT BY WIRE OR POST

There are Many "Blue Sky" Insurers and Promotion Schemes

MEMBERSHIP, INCLUDING FOUR LETTER COUPONS, ONE DOLLAR

Coast Review is Authorized to Appoint Agents to Solicit Business Men in Cities, Towns, Villages and Hamlets on this Coast

Address COAST REVIEW for Agency, Cards, Coupons and Circulars

417 Montgomery Street,

San Francisco

 Our Card Procures the Insurance Agent an Audience

INCORPORATED 1861**The California Insurance Co.****Cash Capital, . . . \$1,000,000 00****Net Surplus, . . . 807,000 00****Total Assets, . . . 3,184,000 00****E. T. NIEBLING, President****W. E. DEAN, Vice-President****GEO. W. BROOKS, Secretary****HOME OFFICE: Company's Building, 550-558 Sacramento St.
SAN FRANCISCO, CAL.****Special Agents and Adjusters****H. C. R. BUSWELL, Superintendent of Agencies****A. N. LINDSAY, Seattle, Washington; H. DUKINFELD, Los Angeles, California;****R. H. McCURDY, Portland, Oregon; N. W. CLAYTON, Jr., Salt Lake City;****MILTON HALEY, B. A. SIFFORD, San Francisco****Paid \$2,557,000 in San Francisco conflagration without discount or compromise,
and at the rate of "Dollar for Dollar."****Fire, Earthquake, Automobile, Use and Occupancy, Riot and Civil Commotion,
Explosion, Plate Glass, Fidelity and Surety Bond****INSURANCE****LONDON & LANCASHIRE INSURANCE COMPANY, Ltd. Of LIVERPOOL, Eng.
Incorporated 1861****ORIENT INSURANCE CO., of Hartford, Conn. Incorporated 1867****LAW UNION & ROCK INSURANCE CO., Ltd. Of LONDON—Founded 1806****LONDON & LANCASHIRE INDEMNITY CO., of America****Organized Under the Laws of the State of New York—Incorporated January, 1915****PACIFIC DEPARTMENT—332 Pine St., San Francisco, Cal.****GEO. ORMOND SMITH, Manager****W. W. GILMORE, Agency Supt., San Francisco****J. P. YATES, Agency Supt., Los Angeles****SPECIAL AGENTS—Geo. T. Richmond, San Francisco; Frederick W. Andrews, Los Angeles;
David H. Parry, Seattle; Toll Thompson, Portland; N. Gardner, Denver; C. A. Coffey, Spokane****AUTOMOBILE DEPARTMENT****R. F. BENNETT, Superintendent****Special Agents—Howard J. Tobin, Lyman Lacy****SURETY and PLATE GLASS DEPARTMENT****CHARLES A. PREVOST, Superintendent**

American Central Insurance Co. of St. Louis

Assets \$4,562,928.19

St. Paul F. & M. Insurance Co. of St. Paul

Assets \$14,133,755.27

Royal Exchange Assurance of London

Assets over \$51,000,000.00

Mercantile F. & M. Underwriters

Minnesota Underwriters

Exchange Underwriters

Lloyds Plate Glass Insurance Company

Massachusetts Bonding and Insurance Company

*Fire, Tornado, Automobile, Rents, Sprinkler Leakage, Explosion,
Riot and Civil Commotion, Use and Occupancy, Plate Glass,
Parcel Post, Tourist Baggage, Inland Transit Insurance*

PACIFIC DEPARTMENT

241 Sansome Street,

San Francisco

BENJAMIN GOODWIN, Manager

JOHN B. FRITSCHI and J. R. MACKAY, Asst. Managers

FIRE

A loss of nearly \$100,000 mercury soot was incurred at the burning of a quick-silver plant at Idria, Cal. The Fireman's Fund Record prints an interesting account of this unusual loss. Quicksilver fumes are carried through pipes into redwood tanks. Gasses and vapors form a pasty mixture which sticks to everything: condensers, pipes, flumes and stacks, and from time to time is cleaned up and the quicksilver reclaimed. The condensing system of

22,000 feet of surface would accumulate 1,300 flasks of quicksilver in the sooty paste in about 13 days, and about this amount was burned or evaporated when the mercury plant burned.

Jersey city authorities directed that warrants be drawn on the city treasury to defray costs of defense of renters who refused to pay increased rents for dwellings. This bit of socialism or class legislation was turned down by the supreme court of New Jersey.

**The
Metropolitan
Life
Insurance Company**

Pacific Coast Head Office

Metropolitan Life Building

Pine and Stockton Sts.

SAN FRANCISCO

against decline until date of shipment, guarantee against decline until date of delivery, guarantee against decline until the goods are sold, guarantee against decline until a fixed date, guarantee against decline of vendor's price only, and guarantee against decline of the market price.

Arguments pro et con were lively and fifty-fifty.

**Oil Production
Insurance New**

This is positively the latest, "a federative system of guaranty." Its "fund" insures producers against loss, and the corporation does the drilling.

**New U. S. Securities
In 1921**

Two entirely new United States Government securities will be issued in 1921. They are a \$1 Treasury savings stamp and a \$25 Treasury savings certificate. The decision to issue these securities comes as a result of the savings campaign carried on by the Treasury Department during the present year in industrial plants throughout the country. This campaign has demonstrated that workers like a \$1 unit for saving, and that they also are seeking an investment security of the \$25 denomination.

Why shouldn't conservative insurance companies be organized with stock in small denominations, and sold as authorized new issues every year, as business increases—sold to employees, policyholders and small investors.

**Guaranteeing Against
Price Decline**

Washington, D. C.—Arguments for and against the practice of giving guarantees against price decline as carried on in the various industries are set forth in a bulletin just issued by the Fabricated Production department of the Chamber of Commerce of the United States. This department of the National Chamber has gone into the subject of guarantee against price decline and has assembled in compact form the attitude of the different lines of business as brought out before the Federal Trade Commission.

It is pointed out in the bulletin that the trade practice of guaranteeing against price decline is used in a wide variety of forms, such as guarantee

Our Directory of Pacific Coast Fieldmen

Aetna

San Francisco—K. C. Hamilton,
G. Nathan, W. L. Miller, G. S.
Mariner, 221 Sansome street
Los Angeles—H. E. O'Brien, G. A.
Kingman, 931 Title Insur. Bldg.
Spokane—W. S. Fotheringham
Salt Lake City—L. C. Abbott
16 Exchange Place
Great Falls, Mon.—C. C. Morris,
Fresno—Bruce B. Smith
Seattle—J. A. Murphy, State Agent
666 Empire Bldg., W. P. Porep
Phoenix, Ariz.—L. M. McKinley
Portland—L. N. Brainerd

W. W. Alversan

San Francisco—A. M. Lovelace,
Agency Superintendent;
T. B. Clarke, W. T. Booth
Los Angeles—T. J. Keleher
Wm. C. Carlyou
Portland—W. E. Hellrich
Ward S. Jackson
Helena—Edwin Pendrey

American Eagle, Continental and Fidelity-Phenix

San Francisco—H. C. D. Keith
S. E. McPherson
Napa—A. H. Smith
San Jose—O. D. Baldwin
Los Angeles—J. T. Brockseiper
J. E. Brochiero
Phoenix—Charles C. Mills
Seattle—D. B. Scrimgeour
Spokane—D. A. McKinley
Great Falls—J. E. Campbell
L. H. Box
Salt Lake City—Phil G. Hall
Portland—Franklin V. D. Bangs
Harry W. Nason, Mgr City Dept.,
J. W. Montmeny, Mgr. Auto Dept.
San Francisco

Atlas

Portland—J. K. Robinson
San Francisco—Stanford Olsen
George F. Alberti, L. O. Mayer
H. R. Jackson, Executive Sp Agt
Spokane—W. J. Stobner
Los Angeles—A. E. Ehrhorn
Salt Lake—Richard Orlob
Seattle—Craig Owens

A. T. Bailey

San Francisco—F. A. Stahl, Wm.
Hackmeier, Frank Louis
Portland—A. F. Holden
Los Angeles—H. C. Swindell,
J. L. Lang
Spokane—Charles E. Dunlop
Salt Lake City—W. B. Floyd

Balfour, Guthrie & Co.

San Francisco—Alex J. Cartwright
John S. Talcott, Wm. A. Sexton
Portland—Neil Stewart
Seattle—A. H. Jackson
Spokane—Homer F. Mordoff
Kalispel, Mon.—Fred. W. Merigold
Los Angeles—Mark B. Harris
Sacramento—E. E. Panabaker
Fresno—A. W. Percival

Edward Brown & Sons

San Francisco—J. C. Crooks
W. H. Gibbons, L. M. Hale
E. W. Harrison, R. S. Shaw
Vallejo—W. B. Westlake
Los Angeles—Chas. Van Valkenburg
Seattle—Chas. A. Wendler
Spokane—F. O. Vincent
Denver—H. G. Doyle

California

San Francisco—
H. C. R. Buswell, Supt. of Agen's
B. A. Sifford, Asst. Sec'y., Her-
bert V. Stockton, David M.
Christian
Salt Lake City—N. W. Clayton, Jr.
Washington and Northern Idaho,
A. N. Lindsay, Seattle
Portland—Phillips Beck
Montana and S. Idaho, Earl A.
Jaensch, Great Falls
Los Angeles—H. H. Jones

Capital

Los Angeles—Thos. Edwards

Chapman & Nauman Co.

San Francisco—Lou B. Burson
Portland—Roy H. Keagy
Los Angeles—Theo. Castle

James F. Cobb Co. Inc.

Los Angeles—R. H. Jenkins

Commercial Union and Palatine

San Francisco—A. E. Field
Volney Seebeck, Geo. F. Heuer
A. McAllister, Auto Dept.
San Diego—Major C. M. Tobin
Los Angeles—I. M. Fisher, Jr.
G. A. Inman, Auto Dept.
Portland—Ira P. E. Reynolds
H. E. Parkhurst, Gen'l Inspector
Seattle—Geo. W. Swan
Great Falls—C. C. Morris
Salt Lake City—Graham Lawrance
Helena—Hubert C. Ramsey

Connecticut & Westchester

San Francisco—C. W. Von Tagen
John M. Gordon
Los Angeles—L. P. Stephens
Portland—James S. Reed
Helena—Z. M. Boyer
Spokane—S. E. DeLong

James H. de Veure

San Francisco—F. A. Kress
Spokane—O. R. Daly
Seattle—B. D. Smalley, H. A. Canfield
W. A. Frazer
Tacoma—John B. Hill
Portland—B. D. Smalley Jr.

Fireman's Fund and Home Fire and Marine

San Francisco—R. D. Hunter, Supt.
Agencies, John J. Hammond
Kenneth Brown, Paul St. John
A. E. Webber, Bayard E. Nourse
M. E. Spaulding, H. B. Tickner
Thomas V. Humphreys, Clayton
Schwerin, G. A. Archambault
Geo. E. Erlin, Frank Cleaves, J.
Los Angeles—Weldon D. Whelan,
Chester A. Swift, George D.
Gilmore, J. J. Bannon
Louis F. Knight, E. L. Gilbert
Portland—Windom Medcraft
Geo. C. Thomas
Seattle—Frank L. Emerick, W. P.
Cassell, J. J. Campbell
Spokane—S. D. Hooper
Dun L. Weaver
Helena—C. D. French, R. C. Culver

Dallas—J. H. Snell, P. E. Tucker,
Walter L. Southgate, Robert M.
Cuney, J. N. Powers
Butte—A. W. Nyblom
Denver—W. P. Coffey, O. E. Scurr
F. R. Lanagan, F. H. Brown
Salt Lake—H. W. Armstrong

Fire Association and Philadel- phia Underwriters

San Francisco—Thos. F. O'Grady
Howard W. Hogan
Los Angeles—Geo. F. Staniford
Portland—Frank S. Glover
Seattle—Sam G. Gordon
Helena—E. M. Hutchings
Denver—L. D. Griffin
Montana and Idaho—W. R. Fritz

Benjamin Goodwin

San Francisco—R. De Lappe
Geo. T. Gray, John L. Whelan
Geo. W. Madison
Los Angeles—Paul G. Keeler
Earl Holland
Seattle—Wm. F. Zwick
Spokane—Wm. P. Lethbridge
Portland—Fred Tebben
Boise—L. L. Dibble
Great Falls, Mon.—A. N. Bushnell

John A. Hougard

San Francisco—F. H. Schmitt
James H. Durkin

Carl A. Henry

San Francisco—J. N. Waters
Los Angeles—James F. Boylan
Portland—E. R. Thompson
Spokane—P. E. Gerould

Dixwell Hewitt

San Francisco—Geo. E. Devine, Supt.
of Agencies, L. H. Earle, C. L.
Greenwalt, H. L. Cope, J. Craig,
J. J. Dennis
Los Angeles—E. E. Price, R. B.
Kegley, F. E. Naftzger, A. H.
Schaeffer
Portland—Gerard Clement
Seattle—G. V. Lawry, A. S. Wheeler
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Number twelve

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The end of fire insurance is drawing near, for Professor Somebody says the earth is losing its water supply at the rate of three inches a year. The ocean, therefore, is about four feet lower than when San Francisco burned because of a deficient water supply. Rainfall and timber growth are correspondingly less; and with no wood and little rain the underwriters must find new worlds.

A Toronto astronomical society journal says Thoreau erred when he wrote that he "stood in the very abutment of a rainbow's arch. Thoreau was right. Everybody has stood there, though not seeing it. But on a swift train on a plain during a storm toward evening, with the sun shining in the west, and you will see the rainbow race along with the train and its abutments pass over trees, houses and livestock. I have stood in the rainbow of Bridal Veil Falls, Yosemite, in the afternoon, and I have stood outside so near that the sparkling arch was scarcely beyond the tip of the ferrule of a cane. Go to! you astronomer, and you naturalist John Burroughs.

There are many worlds; and if you but knew it your world is as you choose to view it.

Organized mutuals in Kansas will go into politics and fight the efforts of the politicians to have the state engage in fire insurance. Kansas is an elevated area, ranging from 800 feet above sea-level on the east to 3000 feet on the west, with great extremes of climate; and nothing that legislators do or propose need surprise anybody.

Success depends on work—not on bluff.

The Mechanics appointed an automobile agency's employees to go after automobile insurance business. The Baltimore Underwriter says the local agents didn't like it.

Henry Evans, conceded to be one of the foremost underwriters, retires from the presidency of the Continental and allied companies this month.

Whatever you get, do not get discouraged.

MARINE INSURANCE IN COURT

Marine insurer of cargo of prize cannot defend against loss on ground of negligence of prize crew

Where an insurer of cargo against fire, after knowledge that the ship had been captured as a prize of war, renewed the insurance for an additional premium, it cannot defend against a loss by fire on the ground of negligence of the prize crew.

Fire held proximate cause of loss of cargo, although, after being given up, vessel was sunk.

Fire originating in the coal bunkers of a prize vessel, which despite all efforts to stop it progressed until in the judgment of the commanding officer the vessel could not be saved, held the proximate cause of the loss of cargo, within the terms of an insurance policy, although the ship was then taken into shallow water and sunk.—Hagemeyer Trading Co. v. St. Paul F. & M. Ins. Co. 206 F. 14.

Captured ship Santa Catharina for Rio de Janeiro from New York was of German ownership and sailed before war broke out. British prize crew placed on board at sea. Later the coal was found on fire; ship could not be saved and was scuttled lest flames attract enemy. After capture and before fire underwriters extended insurance for 2 cents a day, on cargo.

Appellant defendant contended that the proximate cause of the loss was a war peril, excluded from the policy by express provision; and that neg-

ligent management by the prize crew, and the removal of the crew, was the proximate cause of the loss.

**MISCELLANEOUS INSURANCE
IN COURT**

Eyewitness clause in accident policy valid

A provision of an accident policy that "there shall be no liability * * * for the payment of any sum on account of a bodily injury produced by (1) the discharge of fire arms; (2) poison; (3) or where the body is not recovered and fully identified, unless the claimant shall establish the accidental character or the injury by a person, other than the member or the claimant, who was an eye-witness of all the circumstances of the casualty, held not contrary to public policy, valid, and to apply in case of injuries causing death.

Public Policy affecting validity is that of forum

Whether a provision of a contract is invalid, as contrary to public policy, is to be determined by the public policy in force in the state where the contract is sought to be enforced, either general or established by its Constitution or statutes, or by the decisions of its highest courts.

Right to contest sufficiency of proofs of loss not lost by refusal to pay policy on other ground

Refusal of an accident company to pay a death claim after receipt of proofs, on the ground that "the loss is not covered by the policy," held not an acceptance of the proofs as

sufficient, nor a waiver of any defense it might make under the policy, such as that the injury was not established by an eyewitness.—*Becker v. Interstate Bus. Men's Ac. Assn.*, 265 F. 508.

COMPENSATION IN COURT

Not Liable for Employer Bus Accident while off Duty

Where the contract of employment entitled a waitress to ride free in her employer's hotel bus when she was on personal errands during her off hours, and she was injured by the negligence of the chauffeur while returning with him to report for duty, such injury did not arise in her employment, so as to make her and the chauffeur fellow servants, and require her to proceed under the Workmen's Compensation Law.—183 N. Y. S. 717.

Liability and warranty

Horse liability policy held to cover horses subsequently acquired. Warranty against vicious character of horses in liability policy held continuing.—*Gordon Inc. v. Mass. Bonding Co.*, 128 N. E. 204.

AUTOMOBILE INSURANCE IN COURT

Automobile policy held to cover any loss for which insured was legally liable

Under a policy insuring plaintiff against liability for loss imposed on him by law by reason of the ownership, maintainancet, or use of his automobile, the loss sustained by plaintiff as a partner in a firm against which judgment was received for damages inflicted by the automobile

while being driven in the firm business is covered if plaintiff was legally liable for any part of such loss.

Individual partner is liable for judgment against firm for automobile collision

An individual partner is liable for the firm debts, and is therefore legally liable for a judgment rendered against the firm for damages occasioned by an automobile being driven by another in pursuance of firm's business.

Partner can recover only amount of contribution to automobile loss paid by firm

Where a judgment against a partnership for damages caused by partner's automobile while being used for the firm was paid by the partnership, plaintiff can recover from the insurance company only the amount of the loss he was compelled to contribute to the firm, though, if he had paid the entire judgment, he could have recovered that amount from the insurance company, and the latter would then have been entitled to subrogation to plaintiff's rights against the other partners.

Insurer paying a partner's share of automobile liability is subrogated to rights against driver

A company which paid under its indemnity policy the liability of a partner for his contribution to damages caused by his automobile while being driven by another in the firm business is subrogated to the partner's right to recover against the driver of the automobile.—*Steinfeld v. Mass Bond. & Ins. Co.* 111 A. 303.

SURETY INSURANCE IN COURT
Agreement to forego rights valid con-
sideration for indemnity bond

Where a surety company, as surety for a bankrupt government contractor, had the right to take over the contract, with plant and materials, and to receive all sums then due under the contract, an indemnity bond given by creditors to induce it to forego such rights held based on a valuable consideration.

Costs and expenses within scope of contract

A bond, indemnifying a surety from all loss and liability "heretofore accrued or hereafter accruing against it by reason of its suretyship" on the contract, held broad enough to cover cost and expense incurred in litigating fraudulent claims asserted, against which the indemnitors, although notified, refused to contest.—2nd Nat. Bnk. v. U. S. Fidelity & G. Co., 266 F. 288.

Forty-fifth Annual Meeting of the Fire Underwriters Association of the Pacific on February 7—Names by Nominating Committee

In February as usual, in Board room, San Francisco, the next annual meeting of the old reliable F. U. A. P. will be held, beginning at 10 a. m., February 7, 1921, and continuing on the 8th in the banquet hall, and concluding at 12:01 a. m. February 9th.

The Nominating Committee proposes: president, Wm. Deans; vice president, L. H. Earle; secretary-treasurer, J. Hunter Harrison; assist-

ant secretary and librarian, J. P. Moore; executive committee, Herbert Folger, T. J. A. Tiedeman, Arthur Brown; library committee Eliot Potter, L. H. Durden.

Correction

The next annual meeting of the Fire Underwriters Association will be held on February 8 and 9th.

1920 Population of the Pacific West

Alaska	54,899
Arizona	333,903
California	3,426,861
Colorado	939,629
Idaho	431,866
Montana	548,889
Nevada	77,407
New Mexico	360,350
Oregon	783,389
Utah	449,396
Washington	1,356,621
Wyoming	194,402
Hawaii	255,912
--	
TOTAL	9,213,524

Chattel Mortgages

Rights of attaching creditor not affected by notice of mortgage. Mortgagor's retention of possession does not affect validity as between parties. Conditional buyer assuming mortgage can not dispute validity nor by attachment acquire prior rights.—111 A. 149.

Compensation of remarried widow, whose dependent child has died since husband's death, ceases.—111 A. 135.

FIRE INSURANCE IN COURT

Effect given to intention of parties

An insurance contract is not unlike any other, and to be interpreted so as to give effect to the intention of the parties, ascertained from the language used in the instrument as a whole, and aided by the examination of other surrounding facts and circumstances, which may have a legitimate bearing on or tendency to disclose such intention.

Every material word to be given effect

An insurance contract should be construed in a manner which will give effect to every material used within its bounds, if such a constriction is not patently inconsistent with other parts of the contract, or incompatible with the attendant circumstances or the subject-matter.

Arbitration of fire policy inapplicable, where liability disputed

The arbitration clause in the standard fire policy does not apply to a case where the company disputes its liability, but only to a case where there is a dispute solely as to the amount of the loss or damage.

When evidence sufficient to go to jury

Evidence is sufficient to go to a jury when it furnishes a rational basis for a verdict, and a verdict should stand when it is a reasonable conclusion from such evidence, uninfluenced by improper motives.

Photographer's evidence may be strongest evidence

On behalf of the defendant there was the testimony of the firemen who put out the fire and the photographs

showing that the loss was not as extensive as the plaintiff claimed. Photographs may be the strongest possible evidence, as, for instance, where a total loss is claimed, and the photographs show that only an inconsiderable portion of the property was destroyed.—*Maines v. Automobile Ins. Co.*

"Extension" in fire policy referred to separate building on lot

A fire policy covering a brick building and extension thereto occupied as store and dwelling, etc., held to include a building on the back of the lot not attached to the front building.—*Alterman v. Home Ins. Co.* 183 N. Y. Sup. 62.

No inspection or independent examination of the premises was made by defendant at the time the policies were issued. The same buildings had stood upon the present lot—the usual city lot, 25 feet in width by 100 feet in depth—for a period of more than 30 years. The only means of effecting entrance to the rear structure was by means of the front building.

Court said: Great stress is placed by defendant upon the literal meaning of the word "extension." It is contended that the rear building is necessarily excluded from the purview of the policies by the etymological derivation of the word, supported by authoritative definitions thereof. We are not strongly impressed with the argument, but are rather of the opinion that the technical definition of the word as given in the authorities is of little, if any

value, and affords but small assistance in determining its application to a particular structure such as appears in this controversy. Its meaning may be either widened or limited by reference to the other words of description, and must be subordinated to the purposes contemplated by the parties to the contract.

Nor do we see an insuperable objection to the plaintiff's contention in any alleged necessity of physical connection between the two structures. It is true that, in the great majority of cases where the question has been presented, there has been some physical connection between the principal building and the structure sought to be brought within the terms of the policy. But, in cases where the question has been discussed with reference to the similar expression "additions," the conclusion has been reached that it is not absolutely necessary that the structures be physically connected.

LIFE INSURANCE IN COURT

When reformation of insurance policy will not be decreed

A reformation of an insurance policy will not be decreed after the expiration of the 15-year deferred dividend period, where it appears that 3 years after the issuance of the policy the beneficiary, acting for the insured, had the policy examined by an attorney, obtained a loan on the policy from the company, and the evidence relating to the alleged mistake or fraud is conflicting, uncertain, and unconvincing.—*Ratt v. Security Life Ins. Co.*, 183 N. Y. Supp. 674.

Insured held to have made statement in application

In action on life policy, in which insurer sought to avoid policy on ground of false statements in application as to condition of his health, insured not having denied reading application before signing, he will be deemed to have made statements therein, where application expressly stated that no information with which insurer should be made acquainted had been withheld, that statements therein by insured constituted the basis of the policy, were true, and were offered to insurer as a consideration for the contract.

Material representations as to health known false avoid policy

If insured, at the time of making his application for a policy, has knowledge, or good reason to know, that he is afflicted with a disease that renders his condition serious, and that thereby his longevity will be prejudicially impaired, his statements and representations to the contrary, in reply to specific inquiries, constitute a fraud upon the insurer which invalidates the policy.

Refusal to direct verdict for insurer held error

In action on life policy, defended on ground that insured in application represented himself to be in good health, where it was conclusively established beyond the possibility of a doubt that insured was suffering from the disease from which he died at the time that he applied for the policy, and where there was contradicted testimony that insured him-

self stated shortly before making application that he was under constant care of a doctor, and that he was in serious condition, court's refusal to direct verdict for insurer on ground that false statements avoided the policy, in view of Comp. Laws 1917, § 1154, subd. 3, held reversible error. Weber, J., dissenting.—*Chadwick v. Beneficial Life Ins. Co.* 191 P. 240.

Insured had complained of rheumatism in his back, and had been treated therefor. Later, on May 29, he applied for life insurance (amount not stated). After his death on August 13, 1916, an autopsy on the body disclosed the cause of death was tuberculosis of the spine. At first trial plaintiff widow recovered judgment. Dissenting judge held that there was no evidence that insured knew he had tuberculosis when he applied for insurance nor was there any evidence that he had tuberculosis of the spine at that time. Examiner testified that neither in his walk nor otherwise did the applicant exhibit any indications of such serious disease. The "doctor" who had treated him was a chiropractor, who had relieved him and professed a permanent cure.

Utah chief justice denied a rehearing. Judge Weber dissented.

Moratorium Act prevented forfeiture of soldier's life insurance, premiums being paid—Statements by Agent—Waiver

Where the first premium was paid, thus operating to keep policy in force

for a year, and on the date when second annual premium became due, part of premium was paid, and a promissory note taken for the remainder, executed by insured and the beneficiary, and payable within three months thereafter, said note containing several stipulations and provisions, among which was one to the effect that the note, if not paid when due, would thereafter, automatically cease to be a claim against the maker and that all rights, under the policy, should be the same as if the cash had not been paid nor agreement made; and where more than 30 days after time when note became due, the company, by letter to the beneficiary, indicated its willingness to receive payment, and to take a renewal note for part of one of the notes, it is held, in these and other circumstances referred to in the opinion and for reasons stated therein, the company waived forfeiture of the policies.

Representations by agent

Where agent of defendant company, in the circumstances, and under the authority from his principal, referred to in the opinion, represented to the beneficiary just before the due date of a promissory note given on the date the premium became due for adjustment of part of the premium, the balance having been paid in cash, that the company was making arrangements, or had made arrangements, so that the government would take care of these policies, and that the company was going to make a record in the war, by showing the people that they were right and that

they would take care of all premiums of a man in the service, and insured being in the military service of the United States; and where it appears that the beneficiary relied upon that statement, it is held, the defendant waived any right of forfeiture, for the alleged non-payment of the balance of the premium, for the premium year referred to in the representation.

Moratorium

Congress passed an act to extend protection to the civil rights of members of the military and naval establishments of the United States engaged in the past war. Under Article 4 of the act, one of the purposes was to provide a method of keeping in force certain kinds of insurance of those engaged in military service, and to prevent the forfeiture thereof, during their term of military service, and for one year thereafter.

Held, in the circumstances of this case, that under the provisions of that law, any forfeiture of the policies of insurance under consideration were prevented.—*Carroll v. New York Life Ins. Co., North Dakota S. C.* (Insured was killed in the war.)

No Liability for Passenger sunk with ship torpedoed by enemy submarine—Bynkershoek doctrine that everything done against enemy is lawful

In holding that there was no liability, under a policy exempting death resulting from war, for drowning of insured, who was a passenger on the ill-fated *Lusitania* when she was sunk

by a German submarine, the New York Supreme Court at Trial term for New York county, in *Vanderbilt v. Travelers' Ins. Co.*, 184 New York Supplement, 54, speaking through Mr. Justice McAvoy, said:

"In the broad sense the death of the insured on board the *Lusitania* must be conceded to be a result of war, because it came about in a contest conducted by armed public forces and during a state of affairs during the continuance of which the parties to the war were exercising force each against the other. Doubtless hostilities existing between the two nations may be confined in their nature and extent, be limited as to places, persons, and things; but in the exercise of force by bodies politic against each other for the purpose of coercion, whether the contest is carried on by force or by deceit, or by means covered by rules of conduct which reason deduces as consonant to justice, which ought to regulate the political intercourse of nations both in peace and war, these limitations, designed to protect noncombatants, neutrals, and others wholly disassociated from the armed conflict itself, have been repeatedly offended against and flouted, even in civilized times by Christian sovereignties. It would appear that adherence is given the doctrine maintained by Bynkershoek in these instances, that everything done against the enemy is lawful; that he may be destroyed though unarmed and defenseless; that fraud, or even poison, may be employed against him; that the most unlimited right is ac-

quired to his person and property; and that war admits of no limitations or restraint which any nation is bound to respect in its dealings with the other.

"In the narrower sense, war may be regarded as controlled within absolute law, which can be ascertained, applied, and enforced by a body of rules properly applicable as occasion arises, and that civilized nations have consented that this body of law should form the rules of their conduct in their relations with each other."

Fire Escape

Balcony or interior staircase is not a "fire escape" within statute.—86 S. 32.

Lease

Lease held not to require tenant to insure landlord against liability.

Lease held not to require insurance against liability to tenant's employes.—111 A. 339.

Compensation

Playful acts of coemployee held not within scope of employment, and are not actionable.—111 A. 346.

Rent

Rent is recoverable as special damages for failure to repair house.—111 A. 343.

Many anarchists are arriving in U. S. from Europe. Several notorious ones from Italy have recently become residents of San Francisco.

MARINE COLLISION

A collision in Elizabeth river between one of two passing vessels and a scow alongside a dredge stationed to one side of the center of the 600-foot channel held due solely to the fault of such vessel in changing her signal, so as to require passing the other vessel starboard to starboard, which brought her next to the dredge and in failing to sooner stop and reverse.—The Shinsei Maru, 266 F. 548.

The Shinsei Maru, as viewed by the court, is at fault in the following particulars:

Under the circumstances she should have kept her proper course, to the westward side of the channel; that is, kept to the right, and carried out the port hand maneuver which she first attempted to do, but changed when she gave the signal for the directly opposite passage, which threw her nearer to, instead of away from, the stationary dredge. Under the port hand passage, the *Canonicus* should have passed between her and the dredge; whereas she confessedly inaugurated a maneuver which resulted in placing her, instead of the *Canonicus*, nearer to the dredge and scow. This alone is sufficient to account for the collision, certainly so far as she is concerned, as there was ample room within the 600-foot channel, as well as outside of it, to avoid collision with either the *Canonicus* or the scow made fast to the dredge.

The Shinsei Maru is also at fault for failure to discharge her duty to

avoid the risk of as well as the collision itself. She did not stop or reverse her engines until within 250 or 300 feet of the dredge, which was a gross fault. She should not only have stopped and reversed earlier, but realized that, in attempting so to do in that short distance to the stationary vessel, such a maneuver would tend to kill her headway, and cause her to lose control of her movements, and in that way bring about a collision. The obligation on the part of free vessels to avoid risk of collision with those incumbered, or at rest, is imperative, and one that the admiralty courts must enforce, having regard to the perils of navigation and the importance of the rule of the road in respect thereto.

The defense that the accident was brought about by suction from the *Canonicus* is likewise not sustained. Such a defense would not in any event avail the *Shinsei Maru*, since she had no right to so navigate as to allow her to be drawn by the suction of a passing vessel into collision with a vessel at anchor. This hazardous, and at least taking a risk likely to result disastrously, as well to the ship taking it as to other vessels not in fault, liable to be affected thereby. Moreover, the *Shinsei Maru* not only failed to sustain her suction theory, but the libellant quite clearly showed that there was nothing to warrant the claim; it being a collision between passing vessels.

A loading crane, erected without permission of the Secretary of War,

traveling on a track along the edge of a wharf, and which, although movable, was left at a time when not in use extending 38 feet over the water of the slip, held an unlawful obstruction to navigation, and the owner held liable for injury to a boat which, without negligence on its part, struck the crane in passing out.—266 F. 484.

**Washington Insurance Department
Bulletin**

It has been brought to my attention that some of the agents, in applying to the Washington Surveying and Rating Bureau for the re-rating of a building or plant, have covered the risk or issued a policy at a rate other than that filed by the rating bureau, on the theory that when the building or plant is re-rated the rate will be less than already on file. This is a violation of the provisions of section 74 of the Insurance Code of the State of Washington, and it punishable by a fine as provided therein.

This practice must be discontinued, and all policies written and coverages made must be at the published rate in effect at the time the risk is covered.

H. O. Fishback, Insurance
Commissioner.

Amended Bulletin No. 2, concerning payment of premiums and interest thereon.

It has been brought to the attention of this department that rebating is being practiced by certain insurance agents and with certain policy-

holders by carrying unpaid premiums for an undue length of time without interest. Premiums should be paid not later than sixty days from the date the policy becomes effective, and if not so paid policy must be cancelled or interest must be charged and collected from and after the sixty days limit. The rate of interest in the case of life insurance companies shall not be less than the rate specified in the policy for advances made (Sec. 184, Ins. Code). In the case of insurance companies other than life, the rate shall be not less than the legal rate of interest in this state (6 per cent). There must be no discrimination. All must be charged the same rate of interest.

H. O. Fishback, Insurance
Commissioner.

Falling Structures

Long Beach, Cal.—Dome of new First Christian church crashed down into the auditorium, at noon hour. Several workmen hurt, walls wrenched by disaster.

A 9-story apartment house at 52d and Broadway, New York, collapsed while undergoing alterations. Much material fell into both streets. Several people killed.

A Washington state statute describes or defines an unlawful seller of liquor as a "jointist." Anybody who carries about with him or her liquor to sell unlawfully is defined a "bootlegger."

LIFE

Primary Purpose of Life Insurance—Its Stabilizing Influence upon the Nation —From an Address by George I. Cochran, President of Pacific Mutual Life Ins. Co., at the Convention of the Association of Life Insurance Presidents

My subject is the consideration of the purpose and effect of the Contract of Life Insurance. This is such a wide field that I will necessarily eliminate from my discussion a great deal that might be said about the business itself, its effect upon finance, public health and many other important and interesting phases of activity.

The subject-matter of a life insurance contract is, of course, human life. Human life, in this day of intensified civilization, has become extremely valuable, and life insurance is universally admitted as one of the best means of protecting the interests dependent upon the life of the individual. The object of life insurance is the protection of families and dependents, or of business interests, from the pecuniary loss which is liable to result from the death or permanent total disability of the party insured. Life insurance is said to provide a fund, by means of a series of limited payments, which becomes available at death or possibly when the insured becomes totally and permanently disabled. The insured is able, by making a number of small payments year by year, extending over a long period, to provide a much larger fixed amount at death.

It would be utterly impossible for a man of limited means to arrange say for the payment of \$10,000 at his death in any other way. It is a practical application of the well-known admonition to "Bear ye one another's burdens." It is found by experience that if a sufficiently large group pay into the common coffer a series of small payments based on sound actuarial calculations that the fund thus provided will pay the capital sum upon the death of each contributor and eventually provide a sum sufficient to take care of all.

As the primary purpose of life insurance is protection for the insured's family or other dependents, for his business, and for his own old age, the companies have consistently kept two objects constantly in view:

1. The adaptation of the policy in amount and in the manner of premium payments to the insured's convenience and ability to pay. As a result, policies are available bearing amounts from a few dollars up to hundreds of thousands, and even millions, and premium payments may be made weekly, monthly, quarterly, semi-annually, annually, or in one sum, according to the requirements of the policy.

2. The payment of the proceeds of the policy in such manner as to most fully continue the protection which the insured gave to his dependents during his own lifetime.

All companies now provide for the payment of the policy in one sum or in installments—monthly, quarterly, semi-annually, annually, and for

a fixed period of years, or for the life of the beneficiary. The elasticity of policy contracts because of these two features, to which might be added a third feature, or provision for permanent and total disability, greatly enhances the stabilizing value of life insurance. Moreover, there are but few people nowadays, regardless of occupation and whether or not they are standard or sub-standard, who cannot get some kind of life insurance to cover their need for protection.

This topic involves the question whether insurance has a stabilizing effect upon the individual and the nation, and it will be readily admitted by any thoughtful person that this must necessarily be the case. It seems almost superfluous to attempt to demonstrate such an obvious proposition.

Life insurance is also a stabilizing influence upon the family. During the life of the insured it promotes a feeling of security and contentment and after the death of the insured it guarantees the independence of the beneficiaries, their proper education, and preserves the integrity of the family.

From the moral standpoint, the influence is good; the home is preserved and the children are reared with proper surroundings, rather than forced to earn a livelihood and to find shelter under conditions which would be detrimental. It so often happens that those who do not have suitable home environments ultimately degenerate into a life of crime or

uselessness.

From an educational standpoint, the home being preserved, the children are able to receive the necessary education, thereby preparing them for the lives of useful citizens. Even in cases where the head of the family is not taken away, through the medium of life insurance funds are created to provide for the college education of the children, or for a vocational training.

Above all, life insurance creates a feeling of security and confidence to be able to meet whatever the future has in store, which relieves the individual of a great deal of worry and makes him more capable in the performance of his life work; and thus promotes longevity.

Life insurance also has a stabilizing influence upon business. Through the medium of life insurance the continuity of business is insured, the character of the business is elevated, and its credit placed upon a sound and permanent basis. It begets confidence in all concerned, and is conducive to better work and service.

Life insurance has also a stabilizing influence upon the community. It prevents pauperism, it promotes the maintenance of the accustomed standards of living, and is conducive to habits of thrift.

And, finally, life insurance has also a stabilizing influence upon the state and nation. The stability of any government consists largely in the contentment of the masses. The home is the unit from which all community life radiates. Any agency

which creates a mental or moral uplift in the home is a powerful factor towards the stabilization of the nation. It improves citizenship. The insured having a stake in the prosperity and security of the nation feels a greater responsibility and takes a greater interest in the duties of a citizen. He watches and criticises the civic budget and the acts of public officials, and takes an added interest in sound and proper legislation.

As I have stated, insurance preserves the integrity of families. It keeps them together after the head of the family has passed away, or when for any reason he is unable to provide for them; it maintains the continuity of business by providing funds to tide over the loss of the insured and in many ways heightens the prosperity of the community. It relieves the community of certain financial burdens for the maintenance of the aged and the orphaned and invalids and dependents.

If the large sums of money distributed as life insurance benefits were to be suddenly withdrawn or stopped the condition of society would almost border on a panic, and possibly result in the wreck of community life. There is no other agency which so scientifically provides for the general distribution of benefits to the needy. The benefits to the individual himself, to his family and dependents, to the community life, to business interests, and to the nation at large are so great, so helpful and so universal that it is almost

beyond the power of language to portray them properly.

Government Versus Private Life Insurance

The New Zealand Government life insurance department doesn't show up well along side of the Australian Mutual Provident Society, in New Zealand. We are told that expenses and net cost of government life insurance will be less than that of private companies; but the facts prove otherwise. Expenses of the government department were 12.4 per cent of the total income, while that of the Australian company was only 8.2. The government department is supposed to get some free services besides. With about the same assets in New Zealand, the private company had a much larger interest revenue. With about the same number of policies in force, the government's new business was only equal to 70 per cent of the company's total. The average New Zealand policy of the government department is a fourth less than that of the private company. Bonuses or dividends added were equal to 18 per cent of the latter's amount in force and only 10 per cent was added by the government company or department.

The Seattle Life Underwriters Association members went on the streets and raised for the Ryther Child Home.

Rubber-neck wagons have not been busy since the kies went wet.

LIFE INSURANCE INVESTMENTS

From an Address by President Haley Fiske of the Metropolitan Life Ins. Co., at the Fourteenth Annual Convention of Life Insurance Companies

The subject of investments of life insurance funds has been a very live one for some years and especially of late the discussion has reached an acute stage. It is interesting for three reasons: first, because of the immense amount of the funds of the companies; second, because of the need of capital in various directions; and third, because of the enormous number of people who are interested as life insurance policy-holders. Two-fifths of the entire population of the United States are insured in what are called "Old Line" companies—that is, in companies issuing policies on the level premium plan. This plan requires great accumulations to provide for the maturity of the insurance. The plan is familiar enough to you; but I doubt if people generally understand the function of the reserves which by their size attract a great deal of attention, sometimes of prejudice, because of the power involved in the possession and care of huge sums of money, and occasionally of temptation to legislatures in the matter of taxation.

These reserves in 39 companies whose assets are nearly 91% of the combined assets of 266 level premium companies operating in the United States, amounted at the end of 1919 to about five billions of dollars. Many people look upon these five billions as free assets and do not

know they are also liabilities. The public ought to understand this. The level premium plan of insurance was designed, as the name indicates, to issue policies the premiums upon which are the same during the life of the policies. It is certain that the cost of insurance increases each year after age 10 because the rate of mortality increases. More people out of each thousand die every year with increasing age. The "natural insurance" plan of assessment companies therefore involves increased premiums with advancing age. It is obvious that as the period of life approaches the less productive age the premium becomes more of a burden and finally becomes almost prohibitive. The level premium plan takes the cost of insurance through life and divides it so that the premium will be the same as that charged upon the issue of the policy. It follows that at the beginning the holder pays more than the premium necessary to carry the mortality cost for the year. The excess premium is the reserve. This reserve takes care of the deficit in the premium when the age has advanced so that the premium charged is less than the mortality cost of the year. The companies must invest the reserve at a rate of interest that, added to the reserves themselves and future premiums, will produce the full amount of the insurance when it becomes due. Of course you cannot apply this formula in individual cases because many people do not live out their expectancy; but mortality tables are constructed to apply to thousands

of lives, and on the whole mass the reserves do provide the funds to pay the insurance. Thus the reserves become a liability and are a capital.

It is hard to get this simple and obvious fact into the heads of legislators. When they propose to levy a tax on reserves they are levying a tax on capital; they are confiscating a part of the consideration received by the companies for the contracts the companies have issued; they are taking away the money the companies need to fulfill their obligations; they are robbing the policyholders of the deposits the policyholders have made, out of which their policies are to be paid. It is one thing to tax premiums, for in that case the companies can add the tax to the premium, and all that is done by that is to tax savings. And it is one thing to tax corporate incomes, for that is to take away a part of the excess interest earned. The objections to these forms of taxes are objections based upon the inadvisability of taxing thrift, of penalizing savings for widows and orphans. But it is quite another thing to tax reserves, for that is confiscation of capital.

The necessity of earning interest on the reserves is clear, for interest enters into the calculation of the premiums. The statute fixes the rate of interest which is assumed in the calculation. It is the excess interest earned and the saving, if any, on the rate of mortality assumed, that create surplus. The surplus of all the American companies is stated by

the Year Book to be \$316,800,000, though due to the variation in the way certain companies make up their statements, it is impossible to say this is accurate. But taking the figures as reported it is, you see, only about 6% of the reserves and a little over 5% of the assets—surely a margin small enough to prove that the companies have been as liberal as possible in paying dividends to policy-holders. That a reasonable surplus must be kept is evident not only on the general principle of safeguarding investments against fluctuations in values, but also to provide against possible epidemics which upset mortality assumptions. The surplus is accumulated out of an excess interest over the assumed rate and out of savings in mortality, if any, and of course, out of savings in assumed expenses; which last matter is out side of the subject given to me to discuss.

National Life Insurance Day Jan. 19

With the idea in mind of placing money where it will do good to its owner and the community, National Thrift Week, to be launched Jan. 17-23 inclusive, under the leadership of the Y. M. C. A. acting with government and commercial organizations, features National Life Insurance Day as the third day of its program.

Thrift Week comes as the culmination of a year-round economic program. Its purpose is to inculcate into every individual such principles of straight thinking and wise acting

in the realms of earning, spending, saving, investing and giving, as shall help them toward an intelligent managing of their financial affairs in the ensuing year.

West Coast Life Will Report Handsome Gains for 1920

Vice President Helser, of the West Coast says his company has had a wonderful year of progress. The record for new business has been broken, and renewals of old business have been very satisfactory. Assets have gained about a million dollars, and insurance in force is now nearly \$50,000,000.

One Way

There are two ways to beat the federal and state inheritance taxes: give your property away before you lose your life; or, insure your life for enough to pay these confiscatory taxes.

Life insurance written gained about 60 per cent in 1919. Nearly or quite half this gain may have been in "group" business, and much of the remainder is credited to flu effects, high wages and prosperous farmers. This year the total written in the United States is about \$10,000,000,000, a considerable gain. The coming year is uncertain.

Nearly 10 per cent of the deaths in the United States in 1919 was from tuberculosis.

An Epitaph.—"I was well, wanted to be better, took medicine, and here I am."

MISCELLANEA

Hail Insurance—General Agent Received \$60,000 as year's Compensation—Commissioner objects to Contract

The board of directors of a hail insurance company should not be permitted to enter into a contract with an individual to conduct the business of the company and receive for his services the difference between the actual expenses and the full amount which the law permits the company to expend, the report says. In one instance, it is pointed out, the general agent of such a company in 1919 under that kind of a contract received not less than \$60,000 as compensation for his services. The insurance department contends that such a condition should not be permitted to prevail.—Insurance Commissioner's Report to Gov. of Minnesota.

At Night on Napa Road Autos Plunge into New 5-Foot Fill—Driver Badly Hurt

In making a new concrete highway in Napa valley Cal., the contractors raised bridges and filled approaches five or six feet deep, on the last "lap" of nine miles. Last week at night, when the warning red lantern stood twenty feet away handy to a saloon, a stranger drove his machine into the muck and swam out and walked miles in search of a team to pull the car onto hard ground. Previously, however a bus with passengers plunged in and turned over. The car was running full speed. The passengers were badly shaken up and bruised. The driver was seri-

ously injured, both legs being broken and one eye so cut that lest sympathetic inflammation destroy the sight of the other eye also it was deemed necessary to remove the injured eyeball.

Small Auto-Car Leaps Parapet and Falls 400 Feet into Gorge, with Driver who survives

Speeding in a light automobile along the Columbia river highway, a young man had a hair-raising experience which may supply him with nightmares for the remainder of his life. In some way as yet unexplained the car jumped a stone parapet wall and plunged down a steep and rocky hillside or cliff. The youth, dazed and bloody, climbed up to the road, aided by projections, and was met, limping along, bleeding and unable to speak. The car was found a complete wreck.

General Accident, Fire & L. Up Against the Guild of Insurance Officials or Employees, in the British Isles

Some time ago British insurance employees formed an association for mutual benefit, called The Guild of Insurance Officials. As far as we know the only company which objected to the new association was the General Accident, Fire & L. It discharged the "officials" of its office who joined the new guild and refused to re-employ them.

The Insurance and Financial Gazette of Belfast prints the following interesting account of the coming

"fight to the finish," as viewed by an Irish editor:

The guantlet has been thrown by the General Accident, and has been accepted by the Guild. As we write the indications are of a fight to the finish.

Long before the position became acute, and a crisis was reached, the company might have convinced a representative meeting of the officials and taken them into its confidence.

It might have been pointed out that success had not been attained to, that it was not fair to regard the company as a wealthy concern, and that there was but a relatively narrow margin between income and outgo.

It might have been mentioned, that the payment of the increased remunerations might possibly have an adverse influence on trading results, and that the business as conducted could not afford an increased expenditure.

The officials having all the facts before them might have been consulted as to the best course to pursue.

This course might be considered derogatory to the dignity of the management, hurtful to pride, and an unthinkable surrender to labor.

If such views were entertained the alternative course was available of masterly inactivity, ignoring the existence of officials and of their Guild, doing nothing and lying low. Proceeding on these lines would have created a difficulty, but not a crisis.

Neither of the courses indicated

commended itself for adoption, the heroic and the temerarious attitude was assumed of defying the Guild, and daring it to take action by dismissing from its service some of its officials who had become members of the Guild.

Arrogance and intolerance were displayed, a want of consideration for others, a set determination to pay and to treat officials as the company chose, regardless of the views and opinions of the officials and of all others.

Such, however, are the elements which constitute slavery, which propagate hostility between capital and labor.

In the attitude taken up by the General Accident towards its officials not a single spark of a conciliatory disposition has been displayed; to the contrary its attitude has been aggressive, tantamount to an invitation to a stand up fight. It has defied its own officials, and also all insurance officials as represented by the Insurance Guild.

Nor, indeed, is this all, as the intransigent position of the General Accident is taken up not only against all insurance officials, but in defiance of the spirit of the times. The folly of insolent recklessness could no further go.

It is nothing short of folly to refuse to listen to reason and to argument, it exceeds the stupidity of the man who with folded arms uttered the challenge—"Now convince me if you can."

Needless to say the interests of the

company are now also at stake. The matter cannot rest where it is, and the battering ram of united insurance official action is the only thing competent to make a breach and carry the position.

Unregulated Inter-insurance

Commissioner Gustav Lindquist of Minnesota points out that there has been a great growth of reciprocal insurance the past year in his state and warns of the dangers which lie in the failure of the state to properly supervise and regulate their activities.

The law gives the insurance commissioner no jurisdiction over the agents of inter-insurance and the result has been that some of their representatives have made statements and adopted methods of writing business which cannot be justified, Mr. Lindquist says. The law contains no provisions as to how these exchanges shall invest funds; required no deposit except with the attorney-in-fact; does not require collection of premium or deposit in advance and offers few safeguards to the insuring public.

Said to be 130 years old, and of course unable to read, Yellow Sky, Indian on reservation in San Diego county, Cal., is known to have lived in the same locality a full century.

The Anti-Tobacco League has branches, and publishes papers.

Growing older and bolder the League may increase the fire hazard of tobacco factories.

INVESTMENTS

The true tests of any investment are its security, gains, salability quickly and with no or nominal loss. If safe, income-yielding or value-gaining, and salable on emergency with no sacrifice, it is a good investment.

The business man who invests his profits or sale-proceeds for short periods, knowing that he will need the money in a few months for "stocking-up," must choose the best "liquid" assets—bonds which are not likely to fall in value before he must sell them.

Accepting these tests of any good investment there is not much choice outside of government bonds at market value.

Investments in lands and lots are among the least desirable. An old farmer tells us that interest on farm land cost is never expected, which is equivalent to an admission that it is never earned and the price asked and received is too high.

Land is worth only what it will earn above expenses and depreciation. Being the safest investment as regards security, 3 per cent net earnings is a fair return. A good test of value is the rent over taxes and depreciation of improvements. The renter discovers actual value of a farm or orchard. If the net rent receipts are at the rate of \$3 an acre then the land is worth \$100 an acre and not a cent more.

In making an agricultural investment the city man should not rely on his own judgment nor be deceived

by blossoms or on a single season's crops. The best expert testimony and counsel should be sought.

A home in the country is a beautiful thing—a restful and pleasant resort—for the tired business man and the weary worker; but before buying let him seek a renter for the tillable land, and be made wise.

Excepting in the best business and residence parts, city and town property is seldom desirable as an investment. The home-owner, however, is certain of a good and permanent tenant—himself.

Outside lands, in bulk or in small, are seldom good investments. Taxes and untimely street improvements eat up values, and the investor is lucky, often, if he sells for the original cost plus taxes and street work. He loses money on unimproved property if he can not sell at double original cost at the end of ten or eleven years, after paying for street work.

We sometimes hear of men who say they prefer to invest in unimproved property rather than in life insurance for their children. This is nonsense. Life insurance funds afford immediate protection. Unimproved property may impose serious burdens. "Unearned increment" exists largely in the imagination. Investment in land as a speculation is a gamble.

Neighbors in the country are proverbially knockers, but much can be learned from them "quietly sought alone."

If you don't care what happens, it will probably not happen to you.

ONE THING AND ANOTHER

One may obtain a patent on application and payment of fees, and yet later the courts may pronounce the patent invalid "for want of invention." No fees returned.

* * *

Traction people are worrying over the problem of making income overlap expenses. May I venture this suggestion: fare hereafter to be according to weight, say 3 cents for every 100 pounds or fraction thereof. Every passenger will step lively on a spring scale facing the conductor, and drop into the company's coin-box 3, 6 or 9 cents. This charge by weight is just what is needed to save our street railway companies from bankruptcy.

* * *

California final election returns include these totals on some of the measures referred to popular vote.

Alien land law (anti-Japanese), yes 668,483, no 222,086.

Alien poll tax, yes 667,924, no 147,212.

Prohibition enforcement, yes 400,475, no 465,537.

Bank agency insurance act prohibiting in cities of over 5,000, yes 308,062, no 328,115.

Single tax, on land only, full rental value, yes 196,694, no 563,503.

But rich sapheads who own no land will contribute in 1922 the funds necessary to pay for the required number of signatures to a petition to place the silly measure on the ballot.

It costs a Philadelphia 5-cent weekly about five cents a copy at second-class mail rates for every copy mailed to the Pacific West.

* * *

There are twice as many widows as widowers in this land. Are "grass" widows in the count? Is this disproportion due to the greater remarriage of the widowers? or to a higher male death rate?

* * *

I am told that the new President of Mexico is half Irish and half Yuaki squaw. He has blue eyes and European features, and his father's name was O'Brien, changed by Mexican pronunciation to Obregon.

* * *

Ignorance of insurance law is the mother of a brood of lawsuits.

* * *

There are laws against forging bank checks but none against forging ahead.

* * *

The best fire protection is slow burning construction.

* * *

The amiable Weekly Underwriter says "life insurance is a great shoring power." Aye, aye, and it is so good a sedative for the nerves, it makes the insured sleep so soundly, it may be said to be a great snoring power indeed.

* * *

The language needs a personal pronoun singular objective case and of a common gender— as "hir" for "him" or "her."

January 21st is Make a Will Day. Good day to apply for life insurance. You may be too late any way.

* * *

A San Franciscan who recently visited Argentine, in a quasi-official way tells the Coast Review that Buenos Aires is the most beautiful city of the Western hemisphere. It is more than "the Paris of the Americas," in beauty of views and architecture. With a million people, it is a city of noble public buildings, with principal streets lined with palaces for homes, and arts and large business. Even new San Francisco cannot in any way compare with the capital of this South American republic.

* * *

Cincinnati, too, once had a street called Rotten Row, which is English for route de roi.

* * *

"Insufficient market" has caused a serious lumber slump in Washington. Production is now 30 per cent below normal. A number of sawmills are closed down indefinitely.

* * *

The postmaster general's report discloses a deficit of over seventeen millions for the postoffice department in the past fiscal year; but there is no mention of the millions paid for free government-mail.

* * *

A San Francisco bank sold \$5,165,-500 Liberty bonds in November. At present quotations 5 per cent interest is realized.

AS A MATTER OF RECORD

United States gross national debt on November 30 was \$24,175,156,-244. This is \$228 per capita.

West Coast Life (of San Francisco) stock quoted at 27½ bid. Home Fire & Marine, 38 bid. Vulcan Fire, 15 bid.

Washington sawmills in notable number are closing down or reducing wages 20 per cent.

The Associated Press reports a number of fires in Cork, Ireland, December 12, which caused great property loss. More than 300 buildings burned.

The Louisville board and Firemen's controversy fills the reverberant Eastern press. The National Association Bulletin is threatening. The company appointed a bank as its agent.

Arson

Confessing to embezzlement and arson, Wm. Fox, postmaster of Dorris, Cal., is under arrest, and will be arraigned at Red Bluff. Fox was a merchant and store-building owner. Discovering that a post package, addressed to the bank, contained \$5,000 cash he resolved to steal it and cover up his theft by firing the store. But this Fox was too cunning. He doubled the insurance on the building and merchandise, and on November 7th the place burned. The bank officers were suspicious and summoned the postal inspectors. Results: a full confession, return of seven-tenths of the

stolen money, and a new inmate of the penitentiary.

Vancouver, B. C., Arson.—M. W. Johnston, a section foreman, is under arrest, charged with setting fire to his own house.

San Francisco Brokers Exchange

The board of governors have elected B. F. Brisac chairman and Milton Meyer vice chairman for the ensuing year. It was resolved to cancel all committees created to date. President Ward and Chairman Brisac were authorized to appoint the necessary committees. This they did, after a brief conference. The Exchange then voted \$50 for the Chinese flood and famine relief fund.

Farm Conditions Are Demoralizing

Present conditions in Europe are largely responsible for the too great and rapid fall in prices of the principal products of American farms, ranches, orchards and plantations. The producers paid high prices for seed, labor, lumber, machinery, nails and fencing, and must pay increased freight rates. Europe with inflated paper currency can not afford to buy. German money, for example, is so low in value that a loaf of bread costs about \$3.00.

The situation in this country threatens serious embarrassment to all interests concerned with American food producing, and may result in a large food shortage next year. The recent increase in freight rates made necessary by the further increase in wages under the government control

of railroads has added fresh embarrassment to the farmers, who on this Coast are now shut out of the fruit and other markets of the East.

Life insurance interests are already affected; farmers are not insuring as they did last year and may allow much insurance to lapse. It is possible that the companies which lent on high values may be compelled to foreclose on many farms.

The volume of fire and other premiums from farming and allied sources will certainly be reduced; and the general total of unemployment will be increased.

Dehydrating Eggs

It is announced that eggs by the million are to be imported from China, and dehydrated at a new plant in Santa Cruz, Cal. The product will then be shipped to all parts of the country and sold to bakeries and other food providers.

A British contemporary informs us that all companies' policies covering agricultural products contain a clause excepting liability for the act of an incendiary. The tramping firebug, as we have read, and the tenant perhaps, are tempted to burn haystacks.

San Jose, Cal., now has the 2-platoon system in force in its fire department. Altogether, there are 60 men in the department.

Gov. Cox of New York is succeeded by a farmer insurance man, H. L. Davis.

EAST OF THE ROCKIES

Within a month or so the Texas insurance commission will require fire insurers to file a statement in detail of expenses chargeable to their business in that state. Canny Scott will marshal an army of statistics which are expected to level rates on preferred business.

December is notable this year for the several meetings of insurance and allied men in New York city—insurance commissioners, life presidents, fire marshals, insurance federation, workmen's compensation council and service bureau and committees.

San Jose, Cal.—Bad fire started in basement of Gross & Sons dry goods store at 52-54 South First street contents of adjacent buildings damaged by smoke. Four firemen in basement became unconscious from smoke.

Marine Loss.—British str. *Mai-hemo*, with a full cargo of mdse. and prepared to go to sea from S. F. found fuel oil overflowing from tanks and damaging cargo.

The Jahncke Drydocks, several miles below New Orleans, were destroyed by fire; four steamers were damaged. Power wire fell into river and caused a short circuit, firing oil spilled from a tanker.

Burien, Wash., has a new community fire department, with a chemical tank and 450 feet of hose.

MARINE

Half of American ships now use oil as fuel.

Chilean bark (barge) W. J. Pirrie in tow was cut loose by tower Santa Rita in 80-mile gale, off Washington coast and was wrecked on Cake Rock near mouth of Quillayute river. Only 3 survivors out of 25 on board. Ship broke in two immediately.

Steamer F. A. Kilburn was chartered, with agreement to deliver back full from all liens and encumbrances; but at end of term the charterers returned steamer to owner with a debt of \$2,000 for labor done. Marshall A. Frank sued Crescent Wharf and Warehouse Co. and American Bonding Co. District Ct. of App. of San Francisco ruled that defendants must pay the charges.

FIRES

Long Beach Cal.—Fire started in the plant of the Golden State Tuna Packing Co. and spread to the adjacent Half Hill Tuna Pack. Co. plant, and also to the Los Angeles Tuna Pack. Co. plant on the other side, with the probable losses in above order: \$65,000, \$80,000, \$20,000.

Nicasio, Cal.—Warehouse and dormitory of Western Cheese Co. plant burned; also, cheese and butter. Loss about \$20,000.

San Francisco.—Warehouse, 35 Second, 3 a. m., fifth floor; some damage. Coffin-Redington, wholesale drugs.

Fresno.—Kemikawa warehouse, Kern and G. Damage \$4,000.

Portland.—At 84 North Fifth st. Basement warehouse of General Cigar Co., filled with cigars and tobaccos, caught fire. Flames ascended two upper floors of two-story brick and damaged other occupancies. Fire began at 11:30 p. m. and continued five hours; ten engines poured thirty streams into burning building. Losses: tobacco \$90,000, Waterproof Garment Co. stock damaged \$10,000, canning machinery factory damaged \$10,000; smoke damage also.

Marshfield, Ore.—Coast Veneer & Box Co. plant burned. Shavings in boiler room set fire to place. Local firemen extinguished fire with plant equipment.

San Francisco.—Loft at 783 Mission; Peters-Bressman Cap Co. plant; loss \$5,000.

Hollister, Cal.—Dwg on 6th ave. near Monterey; Mary Johnson owner; new addition going up; loss \$1,000; underinsured. Fifth fire in town in two weeks.

Hollister, Cal.—Hollister Tannery Co. plant. Loss \$200,000.

At Avila, Cal., in Union Oil Refinery, fire broke out in boiler room and destroyed the Cottrell plant and the foamite system of fire extinguishing was put out of commission. Two tanks of distillate were drained and poured into the sea, saving the town of Avila. Loss \$200,000.

At 912 Howard st., S. F., roof of Western Foundry Co. damaged by fire. Blaze started from unwatched core oven at noon hour. Damage about \$2,000.

SELLING

Perhaps not so much family protection will be written in 1921, but it will buy more.

Every man selling life insurance should have some concrete idea as to the value of his time employed in his occupation and it is a very easy matter to figure out for yourself how much each insurance call and each insurance interview is worth to you. The way to do it is to keep an accurate record of your daily interviews and calls over a period of time to give you a fair average of their individual value.—Illinois Bulletin.

It may help the seller to think of himself as the confidential representative of an investment and trust company—which he is.

It may help the seller to think of himself as offering a fine investment—which he does.

Meet Men

Men must meet men, to develop qualities of character which are essential to success in the strenuous life. The salesman, of course, meets men in the course of his daily work; but he needs also to meet them socially and in social work, as in club, lodge, and in political and civil affairs. If he fails to do so, he loses energy and variety of resource, becomes stale and falls into the deadly rut. The life insurance agent, while he should not depend on new acquaintances, may find them to be

useful to him, directly or indirectly. All life is inner, and needs stimulation.

Life Insurance Now Hard to Sell?

It isn't the times or conditions; it's the man. If life insurance salesmen had not been told that life insurance is hard to sell under present conditions, they would be selling it. The proof of this is shown by an actual achievement last week on the part of a new salesman for the Bankers Life Company in northern Iowa. All over Iowa one hears the story that there is no money to be had, that the banks are loaned up, that the farmers are not selling their crops and that there is no use in trying to sell life insurance, or anything else for that matter. This man, Frank P. Wright, is a new member of the sales force and did not know that life insurance is hard to sell consequently, although he had never sold life insurance before, he went out last week and sold \$20,500 of business.

The Ideal Agent

The student of present day conditions in the business world cannot fail to be impressed with the apparent and deplorable lack of the sense of responsibility in so many who are supposed to give full value for the price asked. Agents are perhaps saved from that temptation to some extent by the fact that their compensation is regulated by contract that cannot be easily changed. Yet they are under numerous obligations that no contract can compel and which

The difference between the agent who is controlled by that sense and the agent who is satisfied so long as he does not violate his contract, is the difference between the spirit and the letter. An agent may live up to the letter of his contract and be a regular scamp. On the other hand the agent who recognizes the obligations imposed by the highest principles of right and honor is a most valuable asset to his company and the business.

The agent is responsible to the company he represents, to the insuring public he seeks to serve and to the manager under whose directions he works. My ideal is governed by absolute loyalty in all of these relations. The agent sometimes finds himself in a situation where he may feel he cannot be loyal to both his company and his client. But there is no conflict here. The agent is loyal to his client if he secures for him his rights, and the rights of the company and the client cannot clash. Loyalty to a client ceases if it attempts to support him in a claim to that to which he has no right.

Indifference is one of the great sins of the present and indicates an inability to take responsibility — always a moral weakness. On the other hand the ability to carry sense of responsibility develops strength of character. A keen sense of responsibility, therefore, is a possession much to be desired.

My ideal agent is always mindful of his responsibility to his clients and never forgets that their estimate of

his company is determined very largely by himself. His practices and business methods are very apt to be their measure of the character of his company.—Vice President Moore in Pacific Mutual News.

Business as Good as Ever

The latter part of November, Mr. Bagley was a bit discouraged because of his failure to close some cases that were pending. Everywhere he was met by excuses—"I am not sure of keeping my job"—"I am afraid my salary may be cut down," etc.

On the first day of December, however, Mr. Bagley took himself to task, squarely faced conditions, analyzed the excuses generally advanced and decided that they were not valid reasons for not taking insurance; that he was no longer going to let them "faze" him and that getting business meant simply a matter of more effort and harder effort on his part.

A day or two later he dropped into the office of the sales-manager of a bunch of stock salesmen, who greeted him—"How's business?"

And his comeback was—

"Business is just as good as it ever was, but I have to work twice as hard to get it."

And that ready and optimistic answer made such a hit that Mr. Bagley sold \$5,000 of insurance at that interview and the sales-manager called the men present around him and delivered a little lecture, emphasizing Mr. Bagley's answer as the central

thought, and adding that if they would work as hard as the young insurance solicitor was working they would certainly sell more stocks, etc.

Business is just as good as it ever was, boys. Don't forget that, but as Bagley says, it is twice as hard to get. Keep that thought in your mind; plan to put in six hours where you put in three before; start out earlier, make more calls, work a bit later.—Security Mutual Spur.

Courtesy pays. It costs nothing, it pleases, and it makes an "atmosphere" favorable to the "approach."

The salesman should always remember—not merely not forget—that selling is the foundation of all civilization and prosperity; and selling life insurance is a very important service to the buyer, the family, society and government.

Resolve to interview thirteen prospects today and tomorrow, and give edge to your resolution by remembering that there is some probability that one of the thirteen will die within the year.

Who believes that rich men do not need life insurance? The other day there died in California a man reputed to be a millionaire, R. G. Hanford, who made a will conveying \$500,000; but this financier's wealth had dwindled to less than one thousand dollars, all on deposit in several banks.

PUBLICATIONS

National Health Insurance and the Medical Profession: by Frederick L. Hoffman, L. L. D. etc., statistician, etc. A consolidation of papers read before various medical societies. Available on request to Prudential Ins. Co. Opposed to national health insurance and panel practice.

Canada Life Report

Vol. 2, year 1919. Increase in amount force \$402,776,044. Great increase in new business in Canada, about three-fifths in Canadian companies. Death rate, 8.3, again normal.

There are twenty-four Dominion companies, fifteen British, and sixteen United States, supplying a population about the same as in our Pacific West.

This annual contains 568 pages of statistics and legal decisions. The superintendent of insurance is G. D. Finlayson.

Campaign for Renewals

Life insurance companies will soon be confronted with conditions which will lessen the amount of new business. Unfavorable conditions in the period of readjustment, with decline in individual income, will also affect outstanding insurance.

It occurs to us that something in the way of a campaign to preserve as much as possible the "business on the books" is now timely; and where lapses seem inevitable, it usually will be possible to continue much of the insurance. Why not campaign to keep your policies in force?

MEN COMPANIES AND AFFAIRS

Montgomery street will have a different look before long. Three new buildings will rise on the old Occidental hotel block; at the southwest corner of Bush a skyscraper is framing up; at the northwest corner of Pine the foundations of the huge 15-story California-Commercial Union building are being laid. These buildings rest on clay and pile-driving was unnecessary.

California street is looking up to the top of the new 15-story Balfour building, piled on the spot where in 1849 there floated the hull of a ship used as a hotel.

On November 30 President Wm. B. Clark of the Aetna completed the fifty-third year of his service with the company. He was assistant secretary in 1867, and president in 1892, and is still active at 79.

Riverbank Landing, Cal.—Two river freight steamers, without cargo, burned and sank here.

Stanly F. McClung, who has been with the company since 1906, and assistant secretary for seven years, has been appointed secretary of the Pacific Mutual Life, succeeding C. I. D. Moore, now vice president. Harry E. Moore has been appointed first assistant secretary and D. C. Mac Ewen, of the accident department, has been appointed second assistant secretary. Other promotions have been made.

J. P. Treanor, appraiser and adjuster, is as active a man as ever, and does not show his years. Lately he

has been doing some marinework. Of him a fire manager said: He is diplomatic with claimants and has saved the companies thousands of dollars.

Adam Wilkie, building appraiser, is another old-timer, who is a first-class authority in his line. He never grows older, and nobody ever questions his figures.

From Calgary comes the good suggestion, by fire chiefs, that the telephone number of fire department headquarters be the same everywhere. I suggest it be a number not to be forgotten; No. 1.

Uncle John still smoked his Manila.

A Pennsylvania Fire Mutual

The predicament of the policy-holders in being compelled to pay assessments amounting to \$21,000 in addition to the costs of receivership proceedings in settling up the affairs of the Industrial Mutual Fire Insurance Company, of Reading, Pa., is a forcible reminder of the necessity for maintaining an adequate surplus or reserve fund by insurance companies conducted on the mutual or co-operative plan.—Insurance Register.

The Pittsburg is entering Coast states, with Charlie Stovel as manager.

In this blooming country the ladies "go shopping" but never buy anything at the shops.

There were 9,194 fires on American railway property in 1919, with a loss of over eight and a half million to the reporting companies. Locomotive sparks caused a third of the fires and a seventh of the total loss. will not be met if they are not under the compulsion of a highly developed sense of responsibility.

In one county in Pennsylvania twenty-seven schoolhouses have been burned recently by a firebug.

The United Firmen's has been sold to the London G. & A.

The Pacific Mutual Life's handsome wall calendar is the Big Tree inset between two fluted and capped columns, which the ancient Greeks built in imitation of the primitive columns made of tree-trunks bound together. The big tree and grove are from the painting "The Morning Light is Breaking." This calendar is copyrighted by the company. Information printed on the back is interesting. There are 31 groves of sequoia gigantea in California, covering 57,000 acres. The number of these trees is about 86,500.

Edward Brown & Sons' daily memorandum calendar, 1921, for the desk supplies a want for everybody. The information about the general agency's departments and companies will remind without offense.

Of course you have seen somebody's slanderous statement, rounding the press, that there have been few red-headed geniuses. He would have us believe, therefore, that red hair, like a red flag, is a sign of in-

feriority. If it be a fact that "few geniuses" have red hair the explanation is simple: there are few people with red hair.

S. O. tanker Atlas went ashore at Snow Pass. Wrangel narrows, Alas.

Penryn, Cal.—The Penryn Fruit Growers Assn. has begun new warehouse to succeed one burned some time ago.

The daily press has recently published an advertisement in which a post in the underwriting room of a company was offered to a youth desirous of entering the profession of marine insurance on the payment of a premium of £250. The advertisement has attracted considerable attention in the market, and the comment passed upon it has, in the main, been adverse. Indeed the request for a premium for a marine insurance clerk appears to be without precedent, and even though the post offered carries a guarantee of a position in the underwriting room, the general opinion seems to be that the request of a sum of money for it is unwarranted.—The Policy-holder.

A Pacific Coast agent employed "reformed spelling" in his correspondence with his home office until he was asked to abandon it as "confusing." I predict that some day the value of time will be recognized as demanding the general simplification of spelling. Nobody now spells English as it was correctly spelled in the fifteenth and sixteenth century.

Life is one automobile after another.

FIELD MEN

Manager Avery of the Fire Association and Philadelphia Underwriters has appointed Arthur S. Hackett special agent, with headquarters in San Francisco. Mr. Hackett was formerly examiner in the office.

The New York Underwriters has appointed A. H. Bonstin special, with headquarters in Fresno, Cal.; and J. L. Biglen special, with headquarters in Butte, Montana.

For the Hartford Fire, H. I. Smith succeeds W. W. Grove at Fresno; A. H. Schaeffer and R. B. Kegley have been added to the special staff at Los Angeles; G. L. Camp has been added at Butte; A. N. Bushnell has been appointed special at Salt Lake; S. C. Abbott has been transferred from Billings to Spokane; G. V. Lawry and A. S. Wheeler have been appointed specials at Seattle; at San Francisco, L. H. Earle has become supt. of the special service department; James Craig has been appointed special.

For the Home and Franklin, Quitzow and Suydam are now state agents at Los Angeles; at San Francisco, C. W. Pohlman succeeds E. C. Dietz as manager of auto department and Frank W. White is its special agent; at Los Angeles, R. S. Whitmore has been appointed manager and E. V. Wood special agent of the auto department; at San Francisco, C. J. Sullivan has been appointed special; at Portland, W. G. Moffett has been appointed special; at Great Falls, R. F. Dunlop and H. A. Reynolds have been appointed specials; at Seattle,

W. W. Phillips has been appointed special of auto dept.; at Phoenix, E. M. Davis has been appointed general agent of the Franklin.

The Atlas has appointed J. K. Robinson special at Portland, and A. E. Ehrhorn special at Los Angeles.

The New Zealand has appointed R. C. Malm special at San Francisco and H. W. Peterson special at Los Angeles.

E. E. Potter and Sons have appointed Dean S. Hawley special at Spokane.

H. M. Newhall & Co. have appointed Leslie C. Tubbs special at San Francisco.

A. T. Bailey has appointed Frank Louis special at San Francisco, J. L. Lang special at Los Angeles, and W. B. Floyd special at Salt Lake.

Manager Osborn has transferred P. W. Gedney to Los Angeles; E. J. Young at Seattle has been given the title of superintendent of agents; H. C. Rowles has been appointed special at Spokane; H. G. Burlon has been appointed special at Butte and W. A. Connors at Salt Lake.

Died.—S. P. Mesick, for many years superintendant of the Pennsylvania's Coast department agencies, and independent adjuster since that company was acquired by North British interests, was recently killed while in an automobile struck by a locomotive.

The Hartford Fire now writes flood insurance.

Half of farm fires are caused by lightning.

FIRE

H. W. Rimington is managing underwriter of the new Liberty National.

Now Missouri has a Liberty Fire.

Grimes, Cal., rejoices in a new chemical, two ladders and 200 feet of hose.

The insurance golf contest, San Francisco, was a striking affair, and went through with a swing to the last hole. It is said that the best players allowed their opponents to win by default.

The owner of a shut-down unprofitable mill was "peevish" because the insurance companies would not carry the line. The owner is rated high commercially and morally too. The local agent thought the companies ought to write the risk and he wanted reasons for declining it. The special wrote a "telling" but courteous answer, which is printed in the Fireman's Fund Record for December, from which we take this nubbin:

"I certainly can see no unfairness on our part in not wishing to carry this risk, for we are in the business to indemnify the assured for actual loss and are not gambling with him as to whether or not the property will burn."

Chico, Cal.—Oil furnace troubles threatened Le Grande hotel.

Dredger Loss

The dredge Beaver of Astoria, while diking the McGowan ranch at the foot of North river near South Bend, Wash., blew up. The explosion killed three men and a girl.

Nevada City, Cal., knows it was a narrow escape. The autocar owner was served with "gas" at the station. He lighted a match to see if the tank was full. It was: so full that there was no explosion. But the gas hose caught fire and was thrown to one side in thoughtless haste. It struck the garage, which caught fire and burned.

Fifteen buildings burned in Manhattan, Nev. Little of town left. Fire started in garage.

Tribute to Peter Shaen, who died after a quarter-century service with the company, and to Edgar Huber, the "office boy with a smile," whose death also is sadly regretted, is paid by the December Fireman's Fund Record.

Appointed

Harold Junker, for some time past the assistant manager of the Pacific department of the United States Fire and associated companies, succeeds the late W. W. Alverson as manager. —Life.—For the Manhattan Life at San Francisco, A. A. Johnson succeeds Geo. B. Shelton, resigned.

Boy Scout Gets Medal for Essay on Fire Prevention

An Oakland boy, Lewis Adam Vincent, assistant scout-master, won a gold medal and a camping out, the first prize in the Fire Prevention national essay contest. Presentation of the medal was made by President W. E. Mallalieu of the National Fire Protection Assn.

Vancouver, B. C.—Parks hotel, 151 Pender st., burned.

AS A MATTER OF RECORD

"Valued Policies" or more strictly speaking policies having the "Contract Price" clause, either inserted or attached as a rider, have been declared illegal in Pennsylvania by Insurance Commissioner Thomas B. Donaldson, who sent a letter embodying his conclusions to the companies.

Mississippi state is suing the fire companies because they are writing at the same rates, in violation of anti-trust laws.

Utah Junction, Cal., railroad shops.

The Bankers Life of Des Moines reports a total paid-for production for the year to December 1st of \$85,088,906, as compared with a total of \$63,067,830 for the corresponding period of 1919, a gain of thirty-five per cent. Paid-for figures for the first eleven months of the year show fifteen agencies above the \$2,000,000 mark for the year to December 1st, as compared with nine above the same mark for the corresponding period for 1919. The Los Angeles agency has gained approximately \$1,000,000.

A Good Argument Indeed

President-elect Harding says he took out his first life insurance policy at age 18 and has been taking new policies ever since. Although sometimes they were a pretty heavy burden on his resources, he says he found them to be very comportsing possessions, and if he had his life to live over again he would seek to take more rather than less.

The receivership of the National Merchants and Manufacturers Exchange of Chicago, an inter-insurer or reciprocal, is developing irresponsibility of various kinds. Many insured firms were not required to sign powers of attorney, all subscribers were guaranteed "no assessments," there was no classification. The big subscribers deny liability, and with many others are fighting the 100 per cent assessment levied by the receivers. Meantime the loss claimants are worrying hardest.

CHIPS

—Foreign companies wrote 196,905,634 francs accident premiums in France last year, against 147,604,540 fr. before the great war.

—Lloyd's, London, issued policies to licensees in Scotland prior to the recent election, indemnifying them for loss if the Dry party won.

—Years ago New York had a Liberty Fire with big capital and a confident management. The company did not continue long.

—A West Coast Life policyholder residing in one of the larger provincial centers of the Philippine Islands took out a small endowment policy in 1917. Last month he received his first dividend notice, which accompanied the premium notice. To indicate his complete knowledge of dividends, the policyholder replied with an enclosure of two postal money orders, one for the full annual premium (the fourth) and the other to cover the dividend.

—Workmen's Compensation.—California is to have new rates based on a new plan of insurance rating, recommended by the inspection rating bureau to Commissioner McCabe.

—Cal. Bank Clearings.—November was a good average month, with notable gains by southern California banks. San Francisco \$671,900,000, Los Angeles \$351,735,000. Long Beach nearly doubled, Los Angeles gained 45 per cent, over same month last year.

—California Development Bond Bulletin reports that rains have damaged the cotton crop of the San Joaquin Valley, and also 150,000 bags of beans near Sacramento and Stockton. The rains cause a loss of \$2,000,000 to rice growers. Crop estimated at 9,421,000 bu. paddy, with Asia about to flood this market.

—Have you a spare copy of June, 1919 Coast Review? Librarian Moore, Merchants Exchange, San Francisco, wants it for binding.

—Verdict cannot be impeached by affidavits of jurymen.—184 N. Y. Supp. 165.

—The Camden Fire (Balfour, Guthrie & Co.) now has \$1,250,000 capital.

—The Home has taken over the outstanding business of the New Jersey, which had been writing too much business.

—The Vulcan Fire has declared a 30-cents dividend for the half-year.

—California Development Board Bulletin increased notably in San Diego and Pasadena. San Francisco and San Jose, a decline. Leader is Los Angeles, with \$6,267,660, a gain over a million, compared with same month last year. Wages in southern California, as we are told are somewhat lower than in northern.

—The Standard Accident adopts increased health rates this month. When written with accident policies the new rate is \$8 for \$5 weekly disability, and \$9 when the health insurance is separate. The "Pacific" contract has been raised to \$29.05.

—The Union Indemnity is entering California.

—Industrial health and accident business having proved unsatisfactory, the Standard Accident discontinues this department on December 31, and re-insures the outstanding in the National Casualty.

—Lloyd's Aida Claim.—Of the \$19,500 judgment paid by Lloyd's of London, \$6,000 went to the lawyers and \$13,500 to the creditors who claimed \$24,000. The outdoor opera was for a benefit, and the insurance covered loss by rain.

—California state government cost \$55,000,000 yearly or \$16 per capita.

Pat—Oi'm thot thirsty if Oi had a bucket av beer Oi'd drink the whole av it, barrin' he sup Oi'd lave fer yez, Moike.

Mike—Faith, Oi think ye might say ye'd lave the half av it, seein' there's no chance av ye gettin' the bucketful.—Boston Transcript.

OTHER AMERICAN COMPANIES

CAPITAL NET SURPLUS YEAR ORGANIZED.	FINANCIAL CONDITION					INCOME		EXPENDITURES			RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
Aetna Hartford, 1819. Capital \$5,000,000 Net Surplus . . . 10,705,995	1920 1919 1918 1917 1916	\$ 37,114,626 32,074,778 29,852,186 26,706,547 24,730,603	\$ 21,408,631 18,170,745 16,290,218 13,203,222 12,146,087	\$ 15,705,995 13,904,033 13,561,968 13,503,325 12,584,516	\$ 17,457,501 14,852,438 13,391,901 11,165,387 10,518,605	\$ 22,026,852 18,313,816 18,475,954 13,510,598 12,378,665	\$ 23,453,302 19,514,324 19,543,358 14,604,116 13,380,847	\$ 18,375,775 16,854,046 15,257,677 12,633,799 11,563,302	\$ 8,876,115 8,807,806 8,315,415 6,874,812 6,312,118	\$ 8,027,786 6,833,944 5,942,262 4,758,987 4,351,184	% 40.3 48.1 45.0 50.8 50.9	% 36.4 37.3 32.2 35.2 35.1	\$ 1,920,388 1,505,522 1,333,444 1,128,851 1,109,714	\$ 659,047 458,021 465,203 338,142 570,233	34.3 30.4 34.8 29.9 51.3
Aetna Fire Underwriters Agency Hartford, 1915 Capital \$5,000,000 Net Surplus . . . 10,705,995	1920 1919 1918 1917	\$ 37,114,626 32,074,778 29,852,186 26,706,547	\$ 21,408,631 18,170,745 16,290,218 13,203,222	\$ 15,705,995 13,904,033 13,561,968 13,503,325	\$ 17,457,501 14,852,438 13,391,901 11,165,387	\$ 22,026,852 18,313,816 18,475,954 13,510,598	\$ 23,453,302 19,514,324 19,543,358 14,604,116	\$ 18,375,775 16,854,046 15,257,677 12,633,799	\$ 8,876,115 8,807,806 8,315,415 6,874,812	\$ 8,027,786 6,833,944 5,942,262 4,758,987	% 40.3 48.1 45.0 50.8	% 36.4 37.3 32.2 35.2	\$ . . . . . . . . . . . .	\$ . . . . . . . . . . . .	. . . . . . . . . . . .
Agricultural Watertown, 1853. Capital \$500,000 Net Surplus . . . 1,930,858	1920 1919 1918 1917 1916	\$ 6,711,669 6,168,419 5,574,009 5,036,003 4,680,816	\$ 4,201,329 3,737,561 3,173,026 2,546,862 2,348,440	\$ 2,810,340 2,430,858 2,400,983 2,439,141 2,332,376	\$ 3,207,044 2,872,691 2,453,915 2,052,877 1,951,116	\$ 3,803,375 3,652,516 2,789,459 1,911,746 1,759,674	\$ 7,144,788 3,932,571 3,035,794 2,320,984 1,973,791	\$ 3,718,176 3,218,986 2,320,984 1,823,669 1,745,365	\$ 1,855,060 1,681,387 1,180,089 944,883 915,838	\$ 1,494,953 1,305,685 1,028,399 778,786 726,835	% 48.7 46.0 42.3 49.4 52.0	% 39.3 37.4 36.9 40.8 41.3	\$ 328,691 278,317 239,419 199,432 214,846	\$ 94,200 78,164 70,980 93,792 112,810	28.7 26.0 29.6 47.0 52.5
Allemania Fire, Penn., 1868 Capital 200,000 Net Surplus . . . 1,087,279	1920 1919 1918 1917	\$ 2,713,622 2,386,676 2,178,006 1,988,387	\$ 1,326,342 1,233,743 1,087,379 939,740	\$ 1,287,279 1,152,933 1,090,627 1,048,647	\$ 1,199,714 1,063,400 938,225 845,941	\$ 1,324,751 1,165,040 964,835 841,029	\$ 1,434,678 1,267,755 1,054,089 922,967	\$ 1,109,505 1,055,577 866,830 815,018	\$ 449,377 486,516 404,555 393,941	\$ 620,127 516,258 424,275 391,077	% 33.9 41.8 41.9 46.8	% 46.8 44.3 44.0 46.5	\$ 75,665 43,689 50,950 22,415	\$ 17,142 7,588 9,542 10,505	22.6 17.4 18.7 46.9
Alliance Penn., 1904. Capital \$750,000 Net Surplus . . . 1,514,593	1920 1919 1918 1917	\$ 4,497,809 3,831,850 3,365,024 3,100,640	\$ 2,233,215 2,066,944 1,548,793 1,184,794	\$ 2,261,593 2,006,944 1,816,209 1,915,846	\$ 1,552,184 1,216,702 1,051,509 828,898	\$ 2,490,580 2,052,760 1,789,590 1,386,814	\$ 2,266,621 2,199,606 1,923,565 1,550,491	\$ 1,971,783 1,730,577 1,549,808 1,151,867	\$ 923,214 1,017,578 925,122 646,529	\$ 888,294 620,418 519,686 430,338	% 37.0 49.6 51.6 46.6	% 35.1 30.2 29.1 31.0	\$ 218,585 165,916 151,096 113,684	\$ 80,179 65,414 61,407 45,700	36.9 39.4 40.3 38.0
American Newark, 1816. Capital \$2,000,000 Net Surplus . . . 3,189,532	1920 1919 1918 1917 1916	\$ 14,845,137 13,623,744 12,102,339 11,285,223 10,666,471	\$ 9,655,604 8,923,231 7,266,335 6,333,796 5,953,573	\$ 5,189,532 4,700,512 4,836,004 4,931,427 4,712,898	\$ 8,036,881 7,111,484 6,246,161 5,469,080 5,154,961	\$ 7,543,174 6,676,877 5,619,816 4,713,480 4,221,180	\$ 8,127,609 7,179,111 6,114,146 5,152,746 4,701,661	\$ 6,233,016 5,869,579 5,005,230 4,501,758 4,296,336	\$ 2,847,179 2,842,738 2,434,364 2,334,721 2,301,393	\$ 2,985,836 2,626,757 2,133,221 1,845,988 1,714,891	% 37.7 42.5 41.2 49.7 53.7	% 39.6 39.3 37.9 39.2 40.0	\$ 439,110 358,276 307,290 247,635 227,562	\$ 169,720 133,554 108,455 83,754 125,354	38.6 37.8 35.8 35.3 35.3

i Incurred

Good Way to Select Fire Risks

"I understand you have told your wife to throw the ouija board into the wood box."

"Yes, I'm not going to have any such superstitious nonsense deciding questions around my house. When I come to a point where I can't make up my mind what to do, I simply flip a coin.—Star.

Among trade lines favoring guarantees against falling prices were some forty including canning, cotton, food stuffs, lumber, paper and woolen textiles.

Among fifty-five trade lines opposing were alfalfa, box-makers, honey, knitgoods, petroleum, peanuts, shoes, tractors, tacks and tires.

It seems to us that the soundest arguments were opposed to the guarantees.

California has 1,500,000 depositors. Nearly every other person has a bank deposit.

"Look here," he began, angrily, "how dare you tell my wife what time I came home this morning, after I had told you not to!"

The Irish girl eyed him steadily.

"Shure, an' Oi didn't!" she replied calmly; "she asked me phwat toime yez came in, an Oi only told her that Oi was too busy gettin' breakfast ready to look at the clock."

YOUR CLIENTS

ARE SURE TO HEAR, SOONER OR LATER, ABOUT THE
NEW POLICY

WHICH THE PACIFIC MUTUAL ORIGINATED AND RECENTLY PERFECTED. ☞ IT WOULD BE A MATTER OF GOOD BUSINESS FOR YOU TO TELL THEM YOURSELF INSTEAD OF WAITING FOR YOUR COMPETITOR TO DO SO. ☞ THE

Non - Cancellable Disability Income Policy

IS THE LAST WORD IN COMPLETE PROTECTION AGAINST EVERY DISABILITY.

\$1,000 A MONTH FOR \$200 A YEAR

Write for Complete Information

The PACIFIC MUTUAL LIFE INSURANCE COMPANY
OF CALIFORNIA

F. A. STEARNS,
Manager Accident Department
Shreve Bldg., : San Francisco

THE PASCHALL - JONES CO.,
Managers Accident Department
Story Bldg., : Los Angeles

Queen

Insurance Company
Of America, N. Y.

ASSETS, (JAN. 1, 1920)	.	.	.	\$15,871,765
NET SURPLUS,	.	.	.	5,477,600



Gross Assets, Jan. 1, 1920	\$151,128,742
Fire and Marine Assets	\$72,148,717
Surplus to Policyholders	\$24,565,125

NEWARK FIRE Insurance Company

ESTABLISHED 1811

ASSETS,	.	.	.	.	.	.	.	\$3,315,679
SURPLUS TO POLICYHOLDERS,								1,245,894

ROLLA V. WATT, Pacific Coast Manager

FREDERICK B. KELLAM, Asst. Manager H. R. BURKE, Asst. Manager

T. B. DEAN, Marine Underwriter

F. D. WALLIS, Automobile Underwriter

ROYAL INSURANCE BUILDING, SAN FRANCISCO

Largest Fire, Marine and Miscellaneous Premium Income—\$53,500,000

Fire Automobile Marine

COMMERCIAL UNION

ASSURANCE COMPANY, Ltd.

OF LONDON, ENGLAND

Subscribed Capital	\$ 14,750,000
Paid-Up Capital	1,475,000
Total Cash Assets, Gold	67,581,595
Total Liabilities, including re-insurance reserve	56,390,685
Cash Surplus to Policyholders	11,190,910
Total Amount of Claims Paid	198,018,581

Assets in United States Held by Trustees, \$12,444,648

ALL LOSSES ON THE PACIFIC COAST PROMPTLY PAID THROUGH THE
PACIFIC COAST BRANCH OFFICE

Insurance Exchange Bldg. San Francisco

C. J. HOLMAN, Manager

R. C. MEDCRAFT, Assistant Manager

ANSWERS

G. I. W.—Life insurance expenses of mutual plan companies formerly averaged 15 per cent of premiums and doubtless are about the same percentage now. The "cost limitation" for new business has not lessened the average.

National Thrift Week, pity 'tis, does not include Reduced Taxes Day. The chief item in living cost is federal, state, municipal, county and township taxes. The average is not less than \$1 per day per producer or earner.

Henry W. Sabin, S. F. ins. man, was on the jury that convicted "Spud" Murphy the infamous.

The actual or technical insolvency of seventeen banks in North Dakota, the headquarters of Non-Partisan socialism, is not fully explained. Press dispatches say the cause is loans on wheat which the farmers refuse to sell at present low prices which do not cover costs of production at the high wages necessarily paid this year. In states which have no experiments in state ownership of banks and stores and elevators no bank failures have been reported, though advances on crops still unsold were made and farm wages were equally high. We may therefore conclude that Non-Partisan socialism shares in the responsibility for the bank suspensions.

"Unexcelled Service to Agents and Policyholders."

ELBRIDGE G. SNOW, President

Organized 1853

THE HOME

INSURANCE COMPANY

NEW YORK

Cash Assets, January, 1920, \$54,595,060.31

Cash Capital 6,000,000.00

Liabilities 32,769,093.99

Net Surplus 15,825,966.32

SURPLUS as Regards Policyholders . . 21,825,966.32

FIRE and ALLIED BRANCHES of INSURANCE

Aircraft, Automobile, Explosion, Fire and Lightning, Hail, Marine
(Inland and Ocean), Parcel Post, Profits and Commissions,
Registered Mail, Rents, Rental Values, Riot and Civil Commotion,
Sprinkler Leakage, Tourists' Baggage, Use and Occupancy, Windstorm

STRENGTH

REPUTATION

SERVICE

Sample pages Coast Review Fire Chart for 1920

AMERICAN COMPANIES

CAPITAL NET SURPLUS, YEAR ORGANIZED.		FINANCIAL CONDITION				INCOME		EXPENDITURES				RATIOS		PACIFIC DEPT.		
		GROSS FIRE ASSETS	LIABIL- ITIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO	
JANUARY 1st.		\$	\$	\$	\$	\$	\$	\$	\$	%	%	\$	\$	%		
Equitable F. & M., Providence, 1859, Capital \$ 750,000 Net Surplus 863,908	1920	2,380,454	760,546	1,619,908	543,190	871,630	1,342,533	781,232	303,587	37.8%	34.8	104,016	31,014	29.9		
	1919	1,625,456	630,661	994,795	444,693	773,102	844,884	734,986	380,464	295,551	49.2	38.2	15,862	36,764	31.7	
	1918	1,548,046	567,154	980,892	432,959	799,769	860,546	660,141	325,222	281,911	40.2	35.6	91,235	28,531	30.3	
	1917	1,356,651	385,620	971,031	321,104	470,063	530,535	453,179	266,792	176,381	56.7	37.5	68,719	29,599	43.0	
Equitable Ins. Alliance, Capital \$3,750,000 Net Surplus 9,610,378	1920	24,118,984	10,758,606	13,360,378	8,756,196	10,472,882	11,969,901	9,757,484	3,940,282	4,293,137	43.1	39.1	1,118,316	382,383	34.1	
	1919	21,331,644	9,830,447	11,501,197	8,045,707	10,010,562	11,033,236	9,133,705	4,321,520	3,917,571	40.8	36.3	960,657	292,899	30.4	
	1918	19,588,896	8,748,963	10,839,933	7,215,093	8,581,482	9,334,707	7,340,769	3,502,473	3,132,681	46.2	38.5	834,293	235,456	28.2	
	1917	17,860,614	7,133,518	10,727,096	6,817,834	6,690,144	7,599,952	6,496,750	3,110,246	2,579,764	46.5	40.5	665,462	232,848	35.0	
Federal	1916	16,640,523	6,621,189	10,019,434	5,904,894	5,816,053	6,886,614	5,939,552	2,707,121	2,357,321	56.6	41.6	670,552	329,565	49.1	
	1920	5,696,084	3,705,893	1,996,191	1,866,482	4,317,563	4,622,201	4,497,968	2,116,519	1,994,621	49.0	46.2	25,354	3,091	12.2	
	1920	25,816,261	16,045,427	9,770,834	13,620,335	13,852,265	15,846,747	12,423,879	5,110,269	5,568,311	36.9	40.2	331,522	103,271	31.3	
	1919	22,304,214	13,771,529	8,532,685	11,725,307	12,194,218	13,214,999	10,209,923	5,069,923	4,590,000	41.6	37.6	552,402	278,608	50.4	
Fidelity-Phenix Fire, N. Y., 1910, Capital \$2,500,000 Net Surplus 7,270,834	1918	18,960,315	11,297,737	7,682,518	9,561,401	9,625,529	10,595,914	8,279,903	4,189,237	3,590,160	43.5	37.3	683,213	320,835	46.8	
	1917	19,219,358	9,703,733	9,515,625	8,342,585	7,208,169	8,963,593	7,549,436	3,445,338	2,776,681	47.4	38.2	777,844	297,693	38.2	
	1920	14,438,834	9,753,341	5,185,493	8,497,197	8,128,892	9,083,953	7,641,077	3,563,251	3,300,950	42.3	39.1	490,849	187,172	38.2	
	1919	13,481,581	8,882,826	4,598,755	7,743,216	7,602,656	8,157,280	6,664,480	3,443,461	3,821,015	45.3	37.1	416,092	131,895	31.7	
Philadelphia, 1817, Capital \$1,000,000 Net Surplus 4,185,493	1918	12,216,631	7,759,738	4,456,893	6,880,951	6,036,790	7,519,137	5,486,205	2,866,109	2,974,667	47.4	37.6	392,408	124,295	31.6	
	1917	10,046,848	6,778,614	3,268,204	6,146,873	5,063,249	5,494,659	4,834,915	2,571,259	1,963,650	50.7	38.8	298,552	100,990	33.8	
	1916	9,372,127	6,190,102	3,182,025	5,687,468	4,409,965	4,847,832	4,542,161	2,341,114	1,826,514	53.1	41.4	277,626	166,724	60.0	
	1920	9,242,501	5,692,108	3,550,392	4,593,871	5,083,941	5,582,737	4,481,375	2,025,935	2,114,134	39.8	41.6	160,358	56,412	35.1	
Firemen's N. J., 1855, Capital \$1,250,000 Net Surplus 2,300,392	1919	8,556,046	5,059,902	3,496,144	4,142,144	4,655,568	4,974,295	4,052,089	2,027,451	1,724,638	43.5	37.0	147,159	49,787	33.1	
	1918	7,883,516	4,198,545	3,681,971	3,888,007	3,471,900	3,792,259	3,517,888	1,876,644	1,384,792	53.0	39.9	149,112	50,989	34.2	
	1917	7,760,103	4,067,091	3,693,009	3,534,585	4,110,813	5,013,834	3,815,764	1,851,779	1,693,985	45.0	41.2	140,919	75,520	53.5	
	1916	7,046,763	3,837,936	3,208,827	2,955,812	2,725,240	3,222,015	3,118,725	1,454,486	1,162,506	53.4	42.6	150,528	101,205	67.3	
Firemen's Underwriters, Newark, N. J.,	1920	9,242,501	5,692,108	3,550,392	4,593,871	5,083,941	5,582,737	4,481,375	2,025,935	2,114,134	39.8	41.6	138,292	34,926	25.2	
	1919	8,556,046	5,059,902	3,496,144	4,142,144	4,655,568	4,974,295	4,052,089	2,027,451	1,724,638	43.5	37.0	119,986	28,366	23.6	
	1918	7,883,516	4,198,545	3,681,971	3,888,007	3,471,900	3,792,259	3,517,888	1,876,644	1,384,792	52.0	39.9	103,978	35,004	33.6	

Incurred

10

CAPITAL, NET SURPLUS, YEAR ORGANIZED,	FINANCIAL CONDITION					INCOME		EXPENDITURES				RATIOS		PACIFIC DEPT.		
	JANUARY 1st.	GROSS FIRE ASSETS	LIABILI- TIES	SURPLUS AS TO POLICY- HOLDERS	REINSUR- ANCE RESERVE	NET PREMIUMS RECEIVED	TOTAL INCOME	TOTAL EXPENDI- TURES	LOSSES PAID	EX- PENSES	L%	LOSSES TO PREMIUMS	EXP'S TO PREMIUMS	PREMI- UMS RECEIVED	LOSSES PAID	LOSS RATIO
Assets	Liabilities	Surplus	Unearned	Prems.	Income	Outgo	Losses	Expenses	L%	Ex%	PacPrems	Pac Losses	L%			
1920	14,881,521	10,414,827	4,466,694	8,037,833	10,394,696	10,823,674	8,229,192	4,234,514	3,994,678	40.7	38.4	845,340	335,355	39.2		
1919	12,444,648	9,233,621	3,211,027	7,403,313	9,271,133	9,641,575	8,019,333	4,677,400	3,341,933	50.4	36.0	782,212	247,107	31.4		
1918	11,647,743	8,705,842	2,947,901	6,869,109	8,460,709	9,241,932	8,301,884	4,435,978	2,933,687	51.2	34.6	680,620	242,038	35.3		
1917	10,885,362	8,046,993	2,838,369	6,574,852	8,039,962	8,982,638	8,096,931	4,671,136	2,791,039	59.5	34.7	627,212	265,455	42.5		
1916	9,868,369	7,295,876	2,572,493	6,239,527	7,307,610	7,967,658	7,287,157	3,881,578	2,762,579	53.1	37.8	569,511	293,972	51.6		
1920	6,836,751	4,083,309	2,748,442	3,545,342	3,864,683	4,261,446	3,783,837	1,368,077	1,682,259	35.4	43.5	845,340	335,355	39.2		
1919	6,445,711	3,622,308	2,823,403	3,274,218	3,556,540	3,746,294	2,913,079	1,524,505	1,388,574	42.9	39.0	782,212	247,107	31.4		
1918	5,842,474	3,414,190	2,428,284	3,011,152	3,131,446	3,319,444	2,557,025	1,383,974	1,173,051	44.2	37.4	680,620	242,038	35.3		
1917	5,386,826	3,158,899	2,227,927	2,847,530	2,919,203	3,116,230	2,597,419	1,462,527	1,134,952	50.1	38.8	627,212	265,455	42.5		
1920	2,672,353	1,768,711	903,642	1,463,884	2,459,412	2,241,113	1,388,568	587,068	801,502	27.2	37.1	569,511	293,972	51.6		
1919	1,506,526	887,751	618,775	723,742	1,198,600	1,244,631	869,180	437,278	431,902	36.5	36.1	137,259	47,851	34.9		
1918	1,160,169	476,336	683,883	369,193	649,254	929,970	844,228	115,679	229,964	17.8	34.0	81,139	29,098	35.8		
1920	1,616,091	1,062,747	553,343	843,265	1,100,221	1,174,343	904,907	446,140	442,781	40.5	40.2	69,055	23,455	34.0		
1919	1,422,918	903,531	519,387	684,726	887,606	934,666	745,031	400,333	344,698	45.1	38.9	46,324	13,118	28.3		
1918	1,220,808	712,255	508,553	545,427	709,655	846,793	629,582	363,833	265,243	51.2	37.4	22,594	4,952	21.9		
1920	1,443,465	600,484	842,981	502,423	543,550	597,374	591,305	332,302	259,003	61.2	47.7	213,494	128,266	60.1		
1919	1,420,948	622,228	798,720	536,436	608,080	660,322	623,446	360,977	262,469	59.4	43.2	140,369	94,629	45.4		
1918	1,444,836	649,193	795,643	537,945	623,729	708,821	619,920	290,440	238,879	46.5	39.5	140,369	66,759	47.5		
1917	1,408,514	401,050	917,464	423,953	474,491	563,009	528,968	232,070	196,815	48.9	41.5	156,729	75,226	48.0		
1916	1,343,319	469,436	877,883	411,000	464,927	555,632	540,063	246,927	192,234	53.1	41.3	155,058	118,448	76.4		
1920	18,710,037	12,960,608	5,749,429	10,771,628	12,857,014	13,437,880	9,986,463	5,320,067	4,666,394	41.4	36.3	1,358,382	495,446	36.4		
1919	17,084,307	12,203,190	4,881,207	9,954,257	11,618,811	12,259,591	9,795,378	5,769,758	4,016,749	49.7	34.7	1,309,702	492,367	37.5		
1918	16,153,069	11,359,090	4,793,979	9,098,085	10,258,137	10,838,282	8,477,723	5,405,384	3,527,246	52.7	34.3	1,054,512	267,241	25.3		
1917	15,827,439	10,366,693	5,460,745	8,593,217	9,454,821	10,302,859	8,966,602	5,150,898	3,312,875	54.5	35.0	859,126	292,401	34.0		
1916	14,814,384	9,972,497	4,841,887	8,445,646	8,957,563	9,831,614	9,725,812	5,927,375	3,256,258	58.4	36.3	907,766	464,350	51.1		
1920	6,702,212	4,324,369	2,372,843	3,034,581	4,435,708	4,677,495	3,554,884	1,900,189	1,654,745	42.8	37.3	1,333,899	448,707	33.6		
1919	6,093,136	3,991,001	2,102,135	2,792,394	4,237,980	4,487,857	3,279,226	1,581,298	1,381,928	56.1	44.0	1,068,350	376,376	35.2		
1918	5,863,496	4,013,610	1,849,886	2,483,285	4,538,451	4,715,614	3,505,165	2,037,662	1,500,954	44.0	34.3	988,849	346,295	35.0		
1917	4,972,551	3,359,973	1,612,578	2,298,076	3,584,320	4,043,911	3,338,251	1,401,893	1,292,039	39.1	36.0	853,823	307,896	36.0		
1916	4,385,826	3,081,122	1,304,704	2,252,295	2,986,892	3,701,040	3,275,290	1,583,360	1,146,947	53.0	38.4	849,459	451,418	53.2		
1920	6,702,212	4,324,369	2,372,843	3,034,581	4,435,708	4,677,495	3,554,884	1,900,189	1,654,746	42.8	37.3	1,333,899	448,707	33.6		
1919	6,093,136	3,991,001	2,102,135	2,792,394	4,237,980	4,487,857	3,279,226	1,581,298	1,381,928	56.1	44.0	1,068,350	376,376	35.2		
1918	5,863,496	4,013,610	1,849,886	2,483,285	4,538,451	4,715,614	3,505,165	2,037,662	1,500,954	44.0	34.3	988,849	346,295	35.0		

Signs of the Times

Apartment houses in Los Angeles hang out a card like this:

"Pedlars, dogs and 'movies' are not wanted."

To the victors belong the joys and the toys.

In the British Isles

The individual, the nation, the world, groans beneath the increasing, ever increasing burden of cost. Prices are fabulous.

The threatened drop in values has left untouched the price of a cap, a hat, boots, clothing, food, vegetables, fruit, grain, flour, meat, fish, wood, coal, lumber, tiles,

metals, wine, tobacco, spirits, and what not?

Prices are famine prices; the tendency is to rise, not to fall.

The key note is to be found in labor, higher wages, shorter hours, in work which refuses to work. The trend of the times is to limit production, with the result that the less there is the higher must be the price. Admitting there is a threat rather than a promise, it is that value will increase, until the one and only remedial measure of doing without comes into force.

Search as one may it is impossible to find a trace of fall in values, the threat remains incognito and is shy about putting in a personal appearance.—Insurance Gazette, Belfast.

ORGANIZED 1797

The Norwich Union Fire Insurance Society, Ltd.

Of Norwich, Eng.

Assets, Over **\$16,500,000.00**

Losses Paid, Over **\$100,000,000.00**

Pacific Department :

J. L. FULLER, Manager**FRANK L. HUNTER, Asst. Manager**

234-236 Sansome Street

SAN FRANCISCO**NEW PACIFIC DEPARTMENT****Merchants Fire Assurance Corporation** ^{OF} **NEW YORK**

Organized 1910

Capital, - - \$400,000.00**Admitted Assets, - \$3,105,714****Surplus to Policyholders, - \$1,477,911****Prominent Stockholders****Conservative Management****Merchants Underwriters Agency** ^{OF} **NEW YORK****Admitted Assets, - \$3,105,714****Surplus to Policyholders, - \$1,477,911****PACIFIC DEPARTMENT: 324 California Street, - SAN FRANCISCO, CAL.****GEO. L. McINTIRE, Sec'y**

PACIFIC DEPARTMENT

SPRINGFIELD

F. & M. Ins. Co.

of Springfield, Mass.

Largest Fire Insurance Company Chartered by the State of Massachusetts

Incorporated 1849

Total Assets

Total Liabilities

Net Surplus

SURPLUS TO POLICYHOLDERS,

\$ 17,303,137 34

10,824,236 46

3,978,911 88

\$ 6,478,911 88

225 - 27 Pine Street,

: San Francisco

GEORGE W. DORNIN, Manager


JOHN C. DORNIN, Asst Manager

SUPERINTENDENTS OF AGENCIES

C. L. SPEAR GEO. C. CODDING J. E. CRANDALL C. H. ANDERSON

FRANK H. YOUNG RALPH G. STICH W. L. HARNAN

Build Your Own Business



under our direct general agency contract. Our Policies provide for:
**DOUBLE INDEMNITY,
DISABILITY BENEFITS,
REDUCING PREMIUMS.**

See the new Low Rates.

JOHN F. ROCHE, Vice-President

The Manhattan Life

Insurance Co. Organized 1850

66 Broadway, New York

The Oldest Marine Policy

In his recent lecture on the "Romance of Marine Insurance," Browning Dick said that the earliest existing form of an English policy was dated 1613 on the ship Tiger, which is preserved in the Bodleian library at Oxford. We believe, however, that a still older one, known as the "Broke" policy, and dated September, 1547, is preserved among the Admiralty Court Papers. This is 133 years older than the oldest one in the possession of the committee of Lloyds.—Review, London.

**50,000 Pairs of
Shoes From Manila**

The other day there arrived in San Francisco, as the first of many similar shipments, 50,000 pairs of high grade shoes. They will be sold at half the present high prices for equal quality, it is said. The Manila makers say they have orders that will keep their factories busy for several years.

Hides are now sold at pre-war prices, in this country.

The annual convention of the Sunset division of the Bankers Life will be held in Portland in January.

She—She was furious at the way the papers reported her wedding.

He—Why?

She—They stated that her husband was a well-known collector of antiques.

—Passing Show, London.

And now New York is in the grip of an epidemic of hiccough. The seizure generally lasts 24 to 40 hours.



ATLAS

Assurance Company

(LIMITED)

Of London, England

With which is Incorporated the

Manchester Assurance Co.

TOTAL SECURITY, . . . \$25,000,000.00

Assets in United States, \$3,270,655.00

Office: 100 Sansome St., - San Francisco

FRANK J. DEVLIN, Manager

T. H. PALACHE, Assistant Manager

Railroad employees generally receive more than double the amount paid five years ago. Their brotherhood told the government, in control, "pay or we'll all strike." Freight rates have been raised accordingly, and a "tariff" wall has been raised between the East and the East and the West. Farmers, however, have just cut in two the wages paid farm labor.

The goose had been carved and everybody had tasted it. It was excellent. The negro minister who was the

guest of honor could not restrain his enthusiasm. "Dat's as fine a goose as I evah see, Bruddah Williams," he said to his host, "Whar' you git such a fine Thanksgiving goose?" "Well, now, parson," replied the carver of the goose, exhibiting great dignity and reticence, "when you preaches a spechul good sermun I never axes you whar you got it. I hopes you will show me de same considerashun."—Denver F. & Farm.

During 1920 it is estimated that no less than 40,000,000 automobile tires were manufactured in the United States.

ARE YOU PLEASED?

IF NOT, SEE

US

POLICIES UP TO THE MINUTE
LIFE, ACCIDENT and HEALTH,
Occidental Life Insurance Co.
OF CALIFORNIA

"THE DURABLE"

MERCHANTS NATIONAL BANK BLDG., LOS ANGELES, CAL.



New York Underwriters' Agency

Established 1864

Issues policies covering Fire. Riot and Civil Commotion and
Sprinkler Leakage

Assets Represented, . \$50,590,321.60

F. M. BRANCH, Manager
H. R. MANN Jr., Assistant Manager

Pacific Coast Department: 339-341 Sansome St., SAN FRANCISCO

SPECIAL AGENTS AND ADJUSTERS: — A. E. Bailey, 1215 Hoge Bldg, Seattle, Wash.

V. H. Quitzow, 339 Sansome St, San Francisco — A. C. Anderson, 317 Van Nuys Bldg., Los Angeles

W. B. MEIKLE, President and General Manager JOHN SIME, Asst. General Manager

BRITISH AMERICA ASSURANCE CO.

OF TORONTO (INCORPORATED 1833)
(FIRE)

United States Assets	\$2,192,173.14
Liabilities in United States	1,419,245.79
Surplus	\$772,927.35

MILLER, HENLEY & SCOTT,

201 Sansome Street, - - - San Francisco

General Agents for OREGON, WASHINGTON, ALASKA and HAWAII

Publications

Catalog of books relating to History
of Various States, Counties, Cities:
Arthur H. Clark Co., Cleveland, U. S.
A.: prices.
"Seven Purposes," by Margaret

Cameron, Psychic. Authur, who has
written popular fiction, now Mrs. Lew-
is, was formerly Mrs. B. J. Smith.
This book is an interesting record of
Oakland authors' planchette and auto-
matic handwriting.

Auto ear injuries to a Brooklyn owner must pay, with the help of his woman was worth \$40,000, which the insurance policy—if he had any.



A BIG OPPORTUNITY IS OFFERED YOU TO BECOME A PARTNER

In One of the Oldest and Most Substantial Financial Institutions in the West

No Investment of Money Required

All that is necessary is for you to devote your time and salesmanship ability to the sale of West Coast Service under the terms of the

PIONEER SERVICE INCOME CONTRACT

The Ideal Agency Contract for the Salesman who is Ambitious to Build a Profitable Future from the Sale of Life Insurance. It Provides:

- 1—Attractive First Year and Renewal Commissions. 2—A Monthly Income Based on Efficiency.
- 3—A Mortuary Fund for the Agent's Family in the event of his death while in the Company's service.
- 4—A Life Income after 20 years of continuous service with the Company. 5—Provisions against Total and Permanent Disability.

These agency contracts are made directly with the Home Office. Any Salesman who is obtaining the maximum income from his efforts should write immediately for valuable information upon the subject to

CHARLES W. HELSER, Vice President

WEST COAST LIFE INSURANCE COMPANY, SAN FRANCISCO

For Sale at the Coast Review Office Only

"FIRE INSURANCE"

By

Yours truly,
Wm. Sexton

The late Wm. SEXTON wrote the signature, of which the above is a facsimile, when he was nearly 84 years of age. The letters are entirely free from any indication of trembling.

Strong Paper Cover,	. .	One Dollar
Flexible Cloth Cover,	. .	One-Fifty
Red Pegmold Cover,	. .	One-Seventy-Five

For Sale by the Coast Review, 122 Halleck st., San Francisco

FIRE**EXPLOSION****AUTOMOBILE**

FIRE ASSOCIATION OF PHILADELPHIA VICTORY INSURANCE COMPANY PHILADELPHIA UNDERWRITERS

Pacific Coast Department: 204 - 214 Pine Street, - San Francisco

F. M. AVERY, Manager C. L. BARSOTTI, Asst. Manager

Special Agents: T. F. O'GRADY, H. W. HOGAN, San Francisco; GEO. F. STANIFORD, Los Angeles;
SAM G. GORDON, Seattle; FRANK S. GLOVER, Portland, Or.

N. IRVING WINTERBURN,
Supt. City Department

CLEVE J. THOMSON,
Supt. Automobile Dept.

Lumber

The lumber business is characteristic, as Andrew Carnegie describes steel "prince or pauper." Those in the lumber business make money very fast when business is active and then make very little profit or cease to operate during lean times. For the past two years business has been very active with spectacular rises in price. Since spring there have been successive reductions in price and some springing up of demand was about to occur when both the United States and Canadian governments permitted a rise in freight rates which have been especially severe on lumber.—British Columbia Financial Times.

There is an unconscious property in the way which, in all European languages, the word *person* is used to denote a human being. The real meaning of person is a mask, such as actors were accustomed to wear on the ancient stage; and it is quite true that no one shows himself as he is, but wears his mask and plays his

part. Indeed, the whole of our social arrangements may be likened to a perpetual comedy; and this is why a man who is worth anything finds society so insipid, while a blockhead is quite at home in it.

—Schopenhauer.

—The San Francisco Insurance Brokers Exchange has appointed Carleton D. Babcock, an attorney, secretary.

Children are much, perhaps most alive because they live in the present moment, which alone exists.

Humane husband who complied with request of incurably sick wife and placed Paris green within her reach was guilty of murder. 178 N. W. 690. He was sentenced to life imprisonment at hard labor and with solitary confinement. Had he held up and murdered a pedestrian the husband would doubtless have got off with a light sentence and by this time be out on parole.

Automobile — Fire — Strike — Riot — Sprinkler Leakage — Explosion INSURANCE

PACIFIC DEPARTMENT

UNITED STATES FIRE INSURANCE COMPANY
Organized 1824

THE NEW BRUNSWICK FIRE INSURANCE COMPANY
Organized 1826

THE NORTH RIVER INSURANCE COMPANY
Organized 1822

RICHMOND INSURANCE COMPANY
Organized 1836

HAROLD JUNKER, Manager

266 Bush Street, - - - - San Francisco

A. M. LOVELACE, AGENCY SUP'T,
SAN FRANCISCO

T. J. KELEHER, STATE AGENT,
LOS ANGELES

Special Agents — Portland:—W. E. Helfrich, Ward S. Jackson. San Francisco:—T. B. Clarke,
W. T. Booth. Los Angeles:—Wm. C. Carlyon. Helena:—Edwin Pendrey

TERRITORY:—Alaska -- Arizona -- Washington -- Oregon -- California -- Nevada -- Utah -- Idaho
Montana -- Hawaiian Islands

Insurance Placed Anywhere in the United States and Dominion of Canada



VULCAN FIRE

Insurance Company

OF OAKLAND, CAL.

Capital, \$5,000,000

Net Surplus, 420,574 63

Surplus to Policyholders, . . 920,574 63

Cash, Bonds and

Secured Loans, 1,349,594 02

Other Assets, 1771,29 00

Total Assets, 1 526,723 02

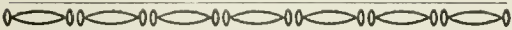
J. F. CARLSTON, PRESIDENT

Underwriting Department

249 Pine St., : San Francisco

ARNOLD HODGKINSON, SECRETARY

H. B. KEITH, MANAGER



The freighter Sudbury put into San Diego on fire. After under control a rough estimate of damage

Life Policy Buyers Are Invited

To Send to
The Coast Review,
San Francisco,

FOR RECOMMENDATIONS

FREE

State Age (about) of Self and of De-
pendents for whom Protection is wanted

WE MAY BE ABLE TO SERVE YOU
WELL AND WITHOUT COST. IF
YOU ARE INSURED DO YOU KNOW
FOR HOW MUCH ?

amidship and to cargo gave a total
of \$700,000. Cargo valued at \$2,-
000,000.

**NORTHERN
LIFE**

INSURANCE CO.

Northern Life Building
SEATTLE, U. S. A.

D. B. MORGAN,
President

Reserves and Surplus to Policyholders
\$1,950,000.00



HOME OFFICE SEATTLE, U.S.A.
RELIABLE REPRESENTATIVES WANTED

**COMBINATION
CONTRACTS
"3-in-1"**

LIFE
HEALTH
ACCIDENT

**ONE POLICY
ONE PREMIUM**

— PAYS —
**DOUBLE DEATH
BY ACCIDENT**

Loss of Hands, Feet, Eyes
Permanent Disability Benefits
Monthly Indemnities
Sickness or Accident

We Have Passed The

HALF BILLION MARK

With Over \$530,000,000 of Insurance Now In Force

**BANKERS LIFE COMPANY
DES MOINES**

GEORGE KUHNS, President

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BALFOUR, GUTHRIE & CO.

GENERAL AGENTS

PACIFIC DEPARTMENT

AMERICAN INSURANCE CO., Newark, N. J.

CALEDONIAN INSURANCE CO., Edinburgh

CAMDEN FIRE INSURANCE ASSOCIATION, Camden, N. J.

NORTH CHINA INSURANCE CO., Ltd.

QUEENSLAND INSURANCE CO., Ltd.

ROCHESTER DEPT. GREAT AMERICAN INS. CO., N. Y.

UNION INSURANCE SOCIETY OF CANTON, Ltd.

SCOTCH UNDERWRITERS DEPT. CALEDONIAN INS. CO.

S. W. COR. CALIFORNIA AND BATTERY STREETS, SAN FRANCISCO

Hedjaz is the name of the new gum Arabic nation, which hopes to stick along, and may if there is not too much jazz and enough head.—Coast Review.

A new motor fire engine in a Georgia town failed to mope and was pushed to the fire; then it failed to pump, and was backed to a fire-plug, in time to shoot a stream too late.

Hop growers are holding out for a series are hopeful but maltless.—Chico dollar a pound while barley is a drug. Enterprise.
This indicates that the kitchen brew-

The Fidelity & Casualty Co. of New York

92 Liberty Street, New York, N. Y.

SEMI - ANNUAL STATEMENT, JUNE 30, 1920

Assets	\$22,122,676 73
Liabilities	18,569,766 53
Capital	2,000,000 00
Surplus over all liabilities	1,552,910 20
Losses Paid to June 30, 1920	75,086,450 62

CASUALTY INSURANCE AND SURETY BONDS

Fidelity, Surety and Miscellaneous Bonds	Accident, Health, Burglary, Robbery, Plate Glass, Boiler, Engine and Fly-Wheel Insurance	Workmen's Compensation, Automobile Liability, and all other Liability Lines
---	---	--

PACIFIC COAST DEPARTMENT — California: CHAS. J. BOSWORTH, CHANNING B. CORNELL
Resident Managers, Merchants Exchange Bldg., San Francisco. Washington and Oregon: SEELEY
& CO., 111 S. 10th St., Tacoma; Coleman Bldg., Seattle; Board of Trade Bldg., Portland

THE LONDON ASSURANCE CORPORATION

OF LONDON

Cash Assets, . . . \$36,968,335.00

THE LONDON UNDERWRITERS

SPECIAL AGENTS---R. W. Campbell, LOS ANGELES; Gus. J. Roth, PORTLAND, Ore.; T. S. Heath, DEN-
VER, Colo.; J. E. Johnson, SPOKANE, Wash.; P. R. Weinmann, B. L. Penfield, SAN FRANCISCO;
Percy J. Perry, SEATTLE.

A. W. THORNTON, Manager

J. M. MENDELL, Assistant Manager

G. E. GOGGIN, City Manager

WM. H. HACKETT, Supt. of Agents

PACIFIC BRANCH—369 Pine Street, SAN FRANCISCO

BOOKS FOR SALE BY THE COAST REVIEW

COAST REVIEW'S PACIFIC FIRE CHART for 1919. Price 25 cents

Wm. Sexton's Incomparable "FIRE INSURANCE." Prices: \$1.50 cloth; \$1.75 pegmoid;
\$2.00 morocco. Flexible binding and size for the pocket. Paper cover \$1.00

Spencer's "SUGGESTIONS TO LOCAL AGENTS." Price 20 cents

SPECIAL AGENTS' MONTHLY ACCOUNT BOOKS. Price 10 cts, 3 copies 25 cts, dozen \$1

COAST REVIEW'S PACIFIC FIRE MANUAL; for Local Agents. Price 75c, cloth bound

The Pacific Year Book is no longer published

A GREAT BOOK

For Intelligent Business Men,
Insurance Adjusters,
Special Agents and Local Agents

WILLIAM SEXTON'S FIRE INSURANCE

EVERYTHING ABOUT IT
LEARNED IN FIFTY
YEARS' EXPERIENCE

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According to Binding
flexible Cloth, Pegmoid or Morocco
PAPER COVER \$1.00

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THE COAST REVIEW
417 Montgomery Street

San Francisco

THE Standard Accident

Insurance Company

Of Detroit, Mich.

LEM W. BOWEN, President

J. S. HEATON Secy.

Cash Capital, \$1,000,000

Gross Assets, - 11,281,169

Claims Paid, - 30,436,039

Writes Accident and Sickness Insurance, Accident Policies Provide for—Unlimited Indemnity, Beneficiary Benefits, Accumulations, Optional Benefits, Hospital Indemnity, Combination Features, Surgeons' Fees Where no Claim for Disability is Made, Special Benefits for Sunstroke, Freezing, Etc.

Accident and Sickness Insurance for Women.
Contracts Practically Without Conditions.

CLARENCE F. BRIGGS,

Supt. Pacific Coast Department

California, Oregon, Washington, Nevada, Idaho
Arizona, Utah, and the Hawaiian Islands

Mills Bldg., San Francisco

H. H. HAIGHT, District Agent.

Contracts Unexcelled. Agents Everywhere.

Scottish Union and National

*Insurance Company
Of Great Britain.*

Organized 1824,

Fire — Lightning — Tornado
Automobile — Sprinkler Leakage

North American Branch:
Hartford, Conn.

JOHN H. VREELAND
MANAGER.

FIELD REPRESENTATIVES:

FRED W. GASTON, Tacoma, Wash.,
Oregon, Washington, British Columbia.

JOHN L. REAMS, State Agent,

706 Gas and Electric Bldg., Denver, Colo.,
Colorado, Wyoming, New Mexico, Utah,

C. R. Kearns, State Agent,

605 Mohawk Bldg., - Spokane, Wash.
for Montana, East'n Wash'n ton and Idaho

H. W. FORES, San Francisco, Cal.,

General Agent, California, Nevada, Arizona.

SAN FRANCISCO OFFICE:
201 Sansome Street

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Special or Local Agents or
Clerks or News Men

Can Make a Tidy Bit by
Soliciting Subscriptions

FOR EDITION A (Magazine)
and or EDITION B (Summary)
of The 47-YEAR-OLD COAST
REVIEW.

*This is Cash Work and
a Bonus*

Write Publisher Coast Review,
122 Halleck St., San Francisco, for
Full Particulars.

WRITE NOW! RIGHT NOW!

Furniture Law Requiring Movers to Notify City Official

—

An ordinance of the city of St. Louis, requiring all persons owning and operating moving vans and moving household goods, furniture, stock, etc., between locations in the city, for owners intending to change their residence or place of business, to give

notice to the city register, within ten days after the removal of the name of the owner or person in control, and a general description of the property, the date of such removal, and the name and address of the mover, and making its violation a misdemeanor, does not deny due process of law, in violation of Const. U. S. Amend. 14, sec. 1, and Const. Mo. art. 2, sec. 30.—224 S. W. 413.

W. B. MEIKLE, President and General Manager

JOHN SIME, Asst. General Manager

WESTERN ASSURANCE CO.

OF TORONTO

(INCORPORATED 1851)

UNITED STATES ASSETS \$4,693,580.00

LIABILITIES IN UNITED STATES 2,959,964.00

Surplus **\$1,733,616.00**

PACIFIC COAST DEPARTMENT

201 SANSOME STREET - - - SAN FRANCISCO

MILLER, HENLEY & SCOTT, Managers.

TOTAL ASSETS REPRESENTED, OVER **\$35,000,000**

Svea Insurance Company

of GOTHENBURG

Agricultural Insurance Co.

of WATERTOWN, N. Y.

Globe & Rutgers Fire Ins. Co.

of NEW YORK, N. Y.

Hamilton Fire Insurance Co.

of NEW YORK, N. Y.

Globe Underwriters Agency

of NEW YORK, N. Y.

Sea Insurance Co. Ltd.

of LIVERPOOL, ENG.

EDWARD BROWN & SONS

GENERAL AGENTS

202 - 204 Sansome St., SAN FRANCISCO

22,000 EDITION

It Is for All Local Agents

12th EDITION

Pacific Fire Manual

(formerly the Oley Manual)

PRICE \$1.00

Recommended by General, Special
and Local Agents

For Sale by the Coast Review

**CANTON
Insurance Office**

(LIMITED)

OF HONGKONG, CHINA

Capital Subscribed	\$1,250,000 00
Capital Paid Up	250,000 00
Cash Assets	3,296,553 33
Net Surplus	2,197,292 47

The above Company conducts
a general Marine Insurance
business.

PARROTT & CO., General Agents
Since January, 1882

E. L. BARRY, Manager
320 California Street, San Francisco
[Babcock Building]

PHOENIX

Assurance Company, Ltd.

Of London

ESTABLISHED 1782

E. C. F. KNOWLES,

General Agent for Pacific Coast

MUNRO ENGLISH,
Assistant General Agent

222 SANSOME STREET

Phoenix Building

San Francisco

LIFE

**Very Interesting
Triennial Conventions**

This year's Metropolitan Life triennial conventions, as reported in the company's Intelligencer, have been even more valuable and interesting than in pre-war days. Prominent public men and men of the clergy are among the speakers, who touch on life insurance benefits and give larger views of life. The Right Reverend This or That, Ex-Gov. So and So, Mayor Howdy, Insurance Commissioner Pro tem, Dr. Patient, Congressman Sweet and Attorney Sharp are among the guests, who put forth their best ideas and liberally strew pearls of facts not exhibited in public print windows.

**The Employers' Liability
Assurance Corporation, Ltd.**

OF LONDON

HEAD OFFICE FOR UNITED STATES:

Employers' Liability Building
33 Broad St., Boston

SAMUEL APPLETON, U. S. Manager

Accident Policies

Of all kinds at very low rates. Employers Liability Policies indemnifying employers against claims for accidents to employees. Individual, Fidelity Bonds and Accident Policies. Workmen's Benefit Policies. Vehicle Insurance. General Liability Policies on buildings. Elevator insurance.

CHAS. J. OKELL & CO.

General Agents, - - San Francisco, Cal.
Royal Insurance Building

DESIRABLE TERRITORY for ALERT AGENTS

Always ready to negotiate with men who can establish their capacity to pay for a reasonable volume of New Insurance regularly . . . good business placers steadily needed.

UNION MUTUAL LIFE Insurance Company

PORTLAND, MAINE.

Address **ALBERT E. AWDE**, Supt. Agencies

JAMES S. LOGAN, Manager

1002 Shreve Bldg., Post St. and Grant Avenue
San Francisco, Cal.

T. H. McALLIS, Manager

917 Board of Trade Bldg., Fourth and Oak Sts.
Portland, Oregon

P. B. DUREN, Manager

214 Boston Block, : : Seattle, Wash.

J. E. EVANS, Manager

Davis Chambers, 615 Hastings St., W.
Vancouver, B. C.

COMPENSATION

The Gold Dredging Company, which brought suit against the California Industrial Commission, contesting the award, contended that since the boy's parents were divorced since 1908 and the child was given into the custody of the mother, the father could not be held responsible for his support, and therefore award to the son in the case of the father's death was erroneous.

The supreme court ruled that, though a parent was given custody of the child at the time, it did not mean that the Court could not change the order. The opinion, in part reads:

When a parent is deprived of the custody of his child and therefore of its services and earnings, he is no longer liable for its support and education. This exemption, however, is not unconditional and may not be permanent. In divorce proceedings power is reserved by section 138 of the Civil Code to the Court, at the hearing of the case or at any time during the minority of children of the marriage, to make such order for the custody, care, education, maintenance and support of such children as may seem necessary or proper, and it may at any time modify or vacate the same.

The Ins. Brokers' Assn. of Massachusetts favors lower acquisition cost on compensation business: where premium exceeds fifty thousand, 5 per cent, and brokerage, $2\frac{1}{2}$. Recently compensation insurance for a million was placed on a big corporation risk by a broker with a pull. His commission was one hundred thousand or 10 percent. Such "unearned increment" makes votes for state insurance.

Chinese government bonds to yield 10 percent are offered.

National Liberty Insurance Company of America

Incorporated Under the Laws of the State of New
York in 1859

Statement, January 1, 1920.

Cash Capital, - - -	\$1,000,000.00
Assets, - - - - -	10,750,511.00
Liabilities - - - - -	6,638,508.00
Net Surplus, - - -	3,111,913.00
Surplus for Policyholders	4,111,913.00

HEAD OFFICE

709 - 717 Sixth Ave., Corner 41st Street
NEW YORK

LIFE

Among leading writers for the New York Life in October are S. R. Ono, Los Angeles; A. L. Miller, Arizona; G. W. Wentner, Sacramento; C. H. Derryberry, Colorado; G. P. Bliss, Montana; C. Anazawa, Oregon; J. A. Rogers, Arizona; A. G. Berry, Seattle; C. Kondo, Los Angeles.

The Phoenix Mutual Life now occupies its new million-dollar home office building in Hartford.

The Guardian Life has a new publicity section of its agency department.

Among the Bankers' Life leaders last week are J. W. Beskool of San Francisco, C. A. Raymond and F. J. Martin of Los Angeles.

AUTOMOBILE

Census Bureau announces as killed by autocars in this country during 1919 a dismal total of 3,808, equal to 14.1 per 100,000. This auto accidental death rate is increasing every year. Accidents are most numerous in cities, where pedestrians are subject to the most danger.

In Oakland a hold-up man waited in the garage for the return of the owner in his car, faced him with a gun, took his tempting \$1,000 diamond pin and pocket money, bound him to the right front wheel, and whirled away in the darkness lightened only by the stolen diamond.

Sure

Government ownership means government insurance. Government never does any business as cheaply nor as well as private interests.

FIRE**Figures Are Deceiving**

The new fire company filed its first statement, showing \$500,000 premiums and only \$25,000 losses. The ordinary reporter or state governor would have referred to the difference as "all profit." It is possible that a broker or agent would have mentioned the "low loss ratio" of only 5 per cent.

But what are the facts? The unearned premiums were \$300,000 and losses and expenses \$200,000, the sum of both being equal to the premiums.

Percy Webster, San Francisco insurance broker, played golf on the Municipal links and quarreled with another player over ownership of the ball with the best "lie." Percy proved his ownership by hitting the other man on the nose with his fist and on the arm with his mashie. The police judge, himself a golfer, spoke his sentence.

GENERAL

A California winery recently handed a check for \$1,857 to a local vineyardist for grapes from three acres; and to another vineyardist a check for \$4,700 for his crop from less than ten acres.

Dun gives the total volume of commercial failures in May, 1920, as \$10,826,277, and in October, 1920, as \$38,914,659, while in October, 1919, the total was \$6,871,966.

Will.—Letter directing attorney to destroy her will failed as a revocation, though endorsed by witnesses. Formalities in making and revoking must be observed.—128 N. E. 194.

ESTABLISHED 1873

OFFICE OF
EDWARD E. POTTER & SONS
 General Agents

THE FIRST OFFICE to commence paying losses after the conflagration.

THE FIRST OFFICE to commence paying in full the face of the policies, without discount, for cash or exchange.

THE ONLY GENERAL AGENCY that remained in San Francisco where its patrons suffered.

THE EDW. E. POTTER GENERAL AGENCY commenced business in 1873 and has never represented a company that was unable to pay its losses in his, the Pacific Coast Department.

**Get the Best Insurance While You Are About It
 It Costs No More**

OLD AND
 TRIED

GLENS FALLS UNDERWRITERS

Of New York

Incorporated 1849

SURPLUS to Policyholders . . \$6,165,264 00 UNDIVIDED Profits . . . \$2,489,338 00

SECURITY INSURANCE COMPANY

Of New Haven

Incorporated 1841

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . . \$ 837,473 00

GIRARD FIRE AND MARINE INSURANCE COMPANY

Of Philadelphia

Incorporated 1853

SURPLUS to Policyholders . . \$2,449,341 00 UNDIVIDED Profits . . . \$ 452,411 00

FIREMEN'S INSURANCE COMPANY

Of Newark

Incorporated 1855

SURPLUS to Policyholders . . \$7,222,952 00 UNDIVIDED Profits . . . \$2,384,971 00

EASTERN UNDERWRITERS AGENCY

SURPLUS to Policyholders . . . \$4,037,521 00 UNDIVIDED Profits, \$1,040,201 00

UNITED-AMERICAN INSURANCE COMPANY

Of Pittsburg

Incorporated 1873

SURPLUS to Policyholders . . \$783,146 00 UNDIVIDED Profits . . . \$240,919 00

NEW HAVEN UNDERWRITERS

SURPLUS to Policyholders . . \$4,542,259 00 UNDIVIDED Profits . . \$837,473 00

EDWARD E. POTTER & SONS,
 General Agents

Potter Building, 578 Sacramento Street,

San Francisco, Cal.

COAST REVIEW *INSURANCE and INVESTMENTS*

DECEMBER

A Useful Publication

In its 50th year

National Railroad Boards of Labor Might Nationalize Roads, Industries and Insurance

Washington, D. C.—The creation of National Railroad Boards of Labor Adjustment, as advocated by railroad employees, is opposed in a resolution made public today by the board of directors of the Chamber of Commerce of the United States, as not in the public interest.

The Chamber is of expressed opinion that such boards will lessen efficiency and impair discipline necessary to the successful operation of the railway systems of the country under private control.

These national boards, as described by the employees, would tend to bring about nationalization of the roads, and also the same results in all industries, to the increased costs of everything.

The Coast Review is of opinion that the nationalization of railways would very soon be followed by the nationalization of insurance of every kind.

Rainfall Favorable In California

The 1920-21 rainfall in California has been thus far in the "rainy season" at least favorable, being normal and, excepting Los Angeles and San Diego, far ahead of last season to date.

Weather Wisdom.—An old Scotch weather prophet at Whittinghame informed Mr. Balfour that "It's gaun to

rain 72 days, sir." "Ah," replied the statesman, "surely the world was entirely flooded in 40 days?" "Ay, ay!" was the response; "but the world wasna' sae weel drained as it is noo."

2,400 Canadian Agents Without a License

A survey of the insurance field by agents of the Ontario insurance department discloses the fact that approximately 2,400 insurance agents of various descriptions are selling insurance in the province of Ontario without a license. This disclosure has resulted in the determination on the part of the department to enforce the regulations with much more strictness.—Chronicle, Montreal.

Automobile.—Contract for sale of automobile called for delivery in reasonable time.—190 P. 825, Cal.

Don't own a machine if your income is less than \$300 per. That will allow you \$100 per month for current expenses.—Wise Sayings.

"How are things up in Squashville, Si, pretty brisk, eh?"

"Gawsh, no! There's so little doin' they've laid off the hands of the town clock."—Boston Transcript.

Stockton, Cal., glass works have closed down for the winter, owing to "quiet conditions of the market."

OLDEST INSURANCE COMPANY IN THE WORLD
TWO HUNDRED AND ELEVENTH YEAR

SUN INSURANCE OFFICE OF LONDON

FOUNDED IN 1710

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

MICHIGAN FIRE and MARINE INSURANCE COMPANY

Of DETROIT, MICHIGAN

ESTABLISHED 1881

D. M. FERRY, Jr., President

E. J. BOOTH, Vice President

H. E. EVERETT, Secretary

CASH ASSETS \$2,159,729 89
CAPITAL PAID UP 400,000 00
LOSSES PAID SINCE ORGANIZATION 9,934,000 00

PATRIOTIC ASSURANCE CO. Ltd OF DUBLIN, IRELAND

FOUNDED 1824

United States Branch, 54 Pine Street, New York

P. T. KELSEY, Manager

CASH ASSETS \$1,494,474 12
CAPITAL PAID UP 500,000 00

Sun Underwriters Agency

CASH ASSETS \$23,739,890 00
SURPLUS 13,938,241 00
TOTAL RESOURCES 33,435,890 00

P. T. KELSEY, United States Branch Manager

54 PINE ST., NEW YORK

The Pacific Department—Embraces California, Nevada, Utah, Arizona,
Oregon, Washington, Idaho, Montana, Hawaii and Alaska

CARL A. HENRY, GENERAL AGENT

SUN BUILDING

Northwest corner Sansome and Sacramento Streets, : San Francisco

AGENTS WANTED AT UNREPRESENTED POINTS

TOTAL RESOURCES REPRESENTED, \$37,090,094.01



A broker or an agent need do no explaining when he hands his client a Fireman's Fund policy. There is no company on the Coast that is more widely known --- none with a better record.







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